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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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No. 8.

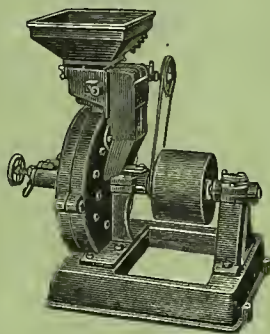
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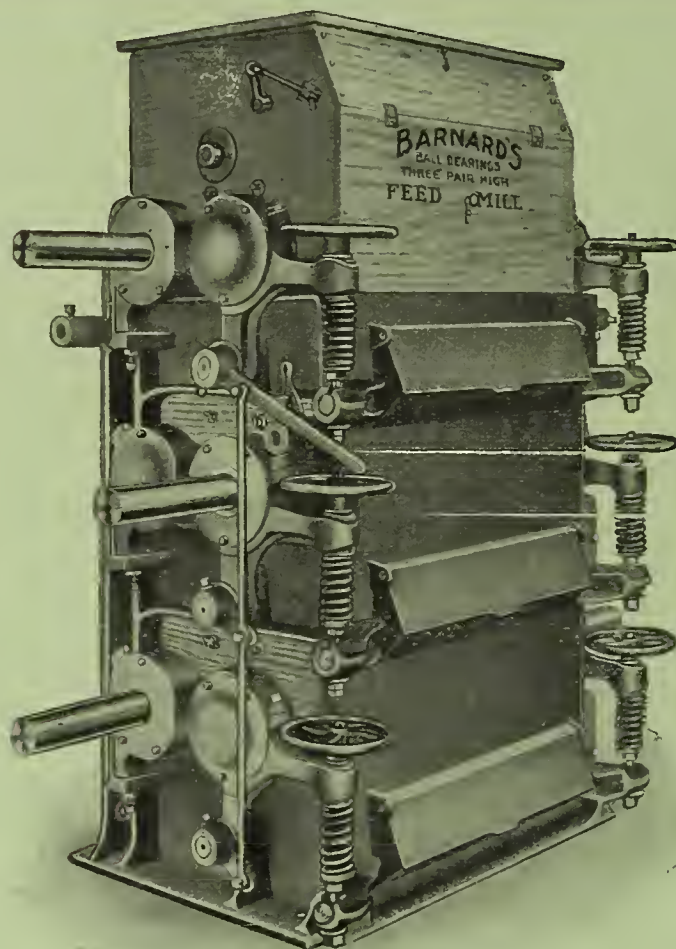
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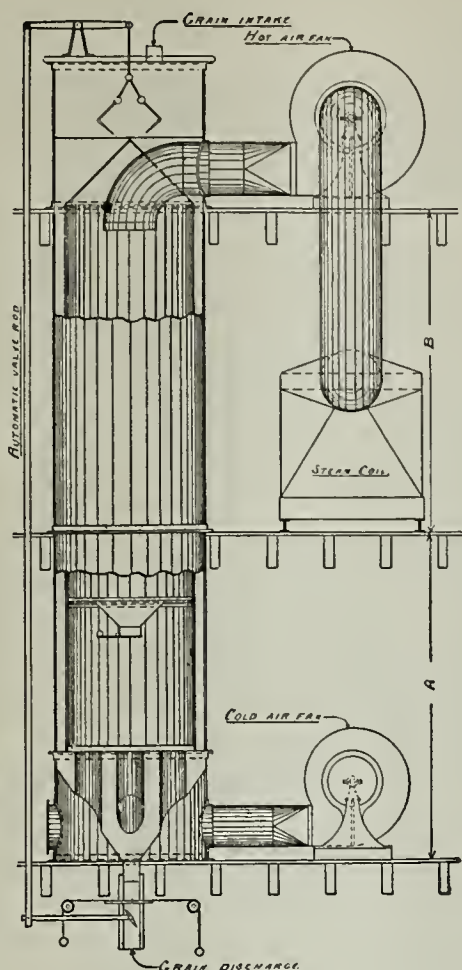
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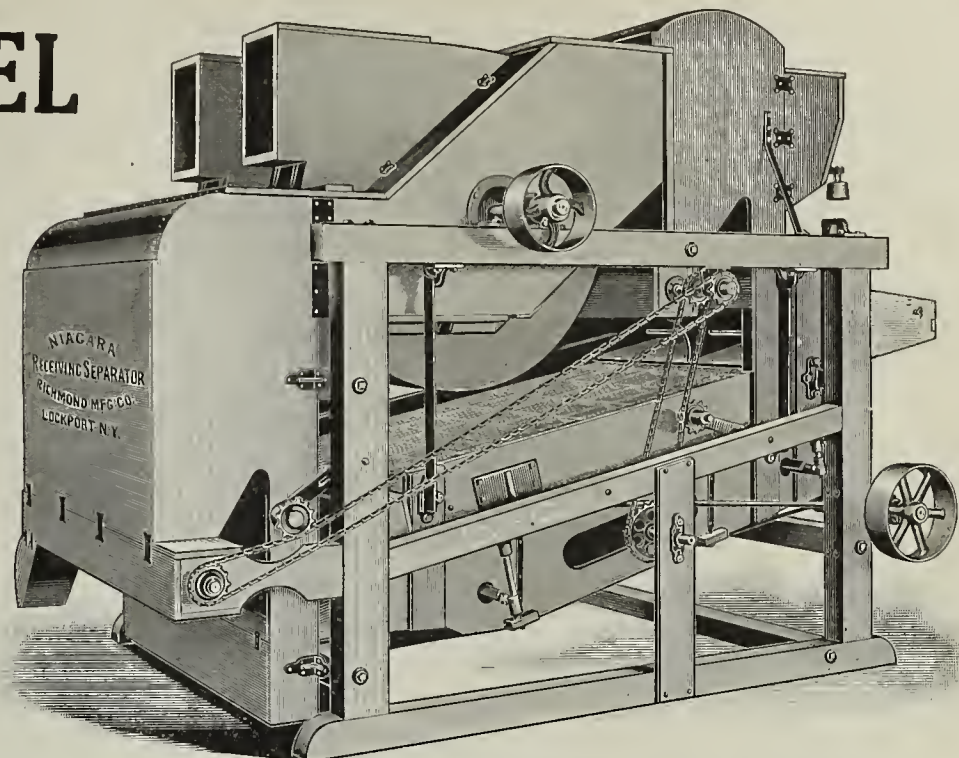
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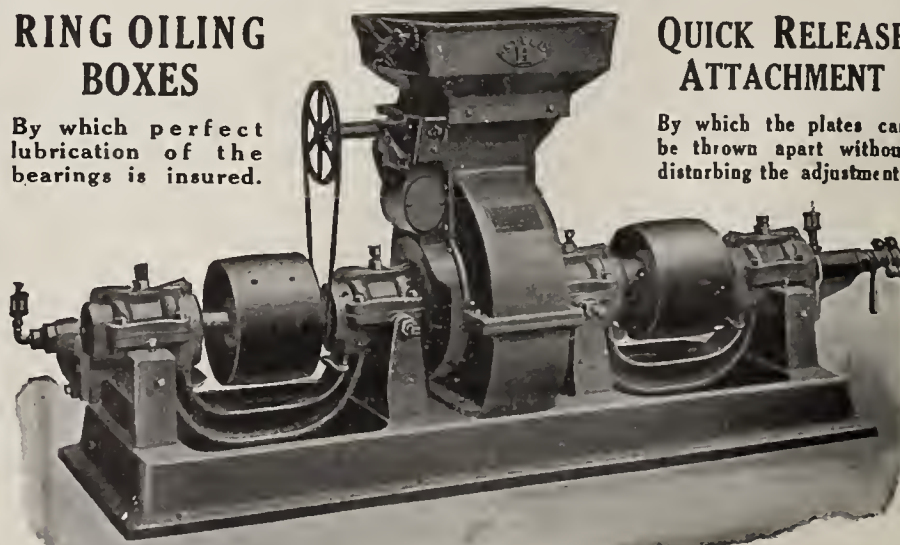
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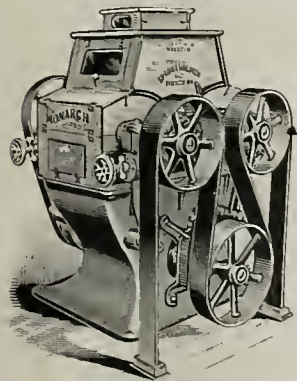


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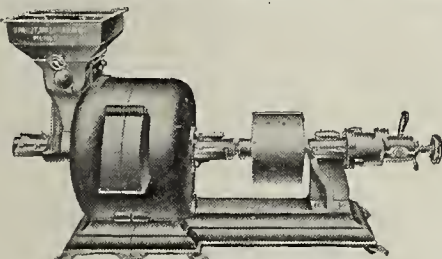
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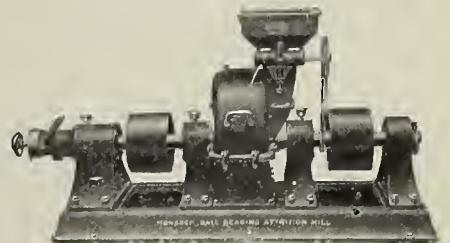
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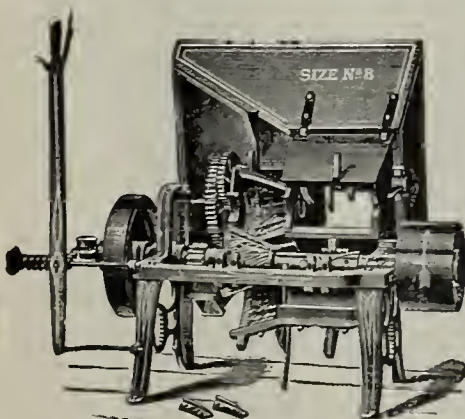
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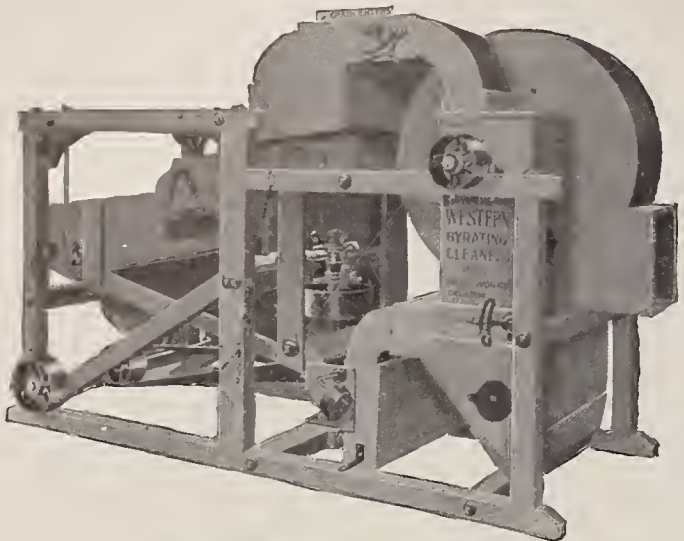
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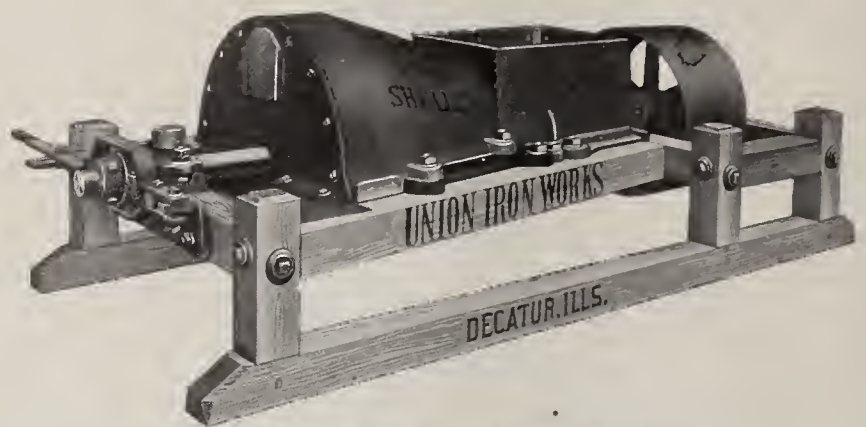
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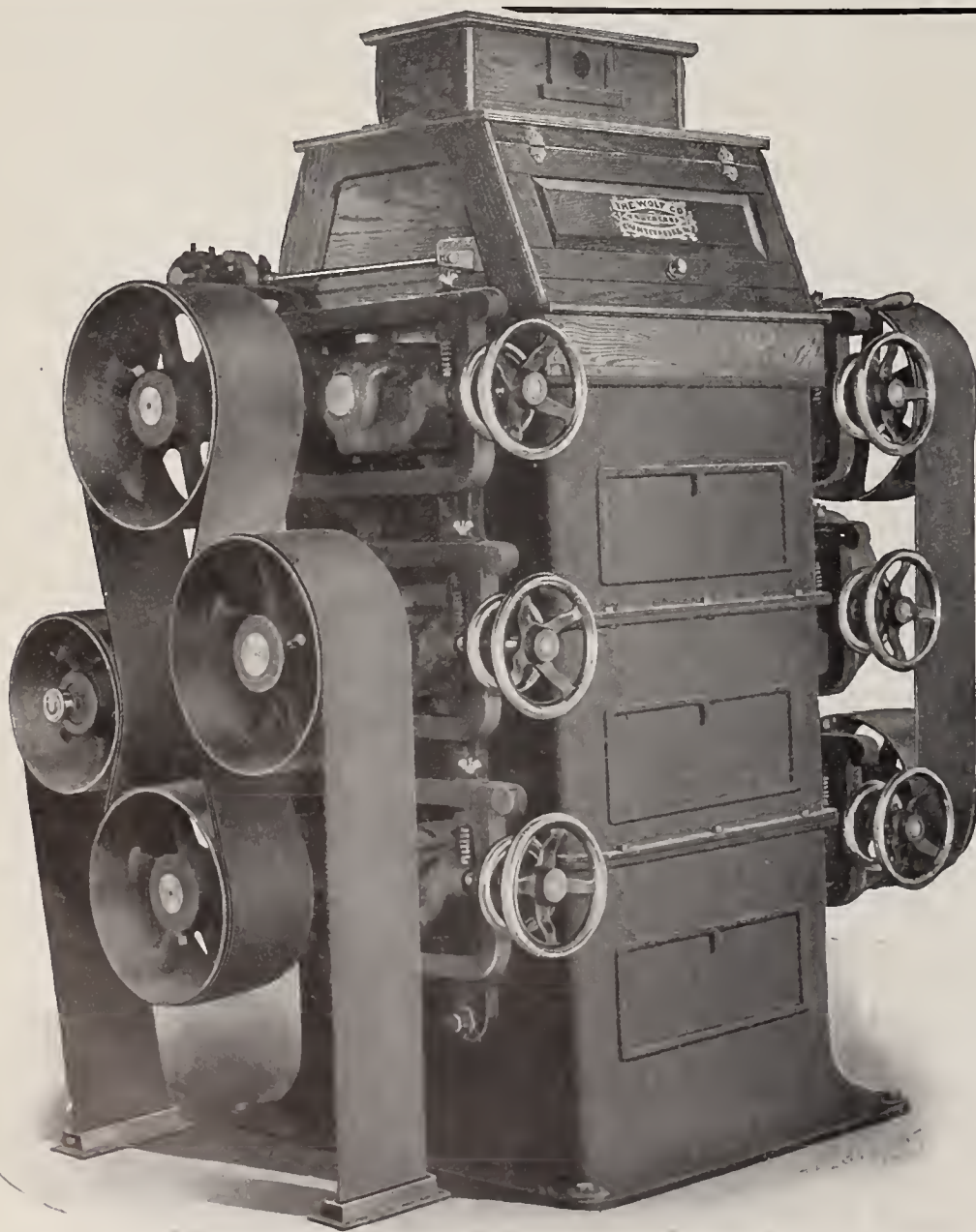
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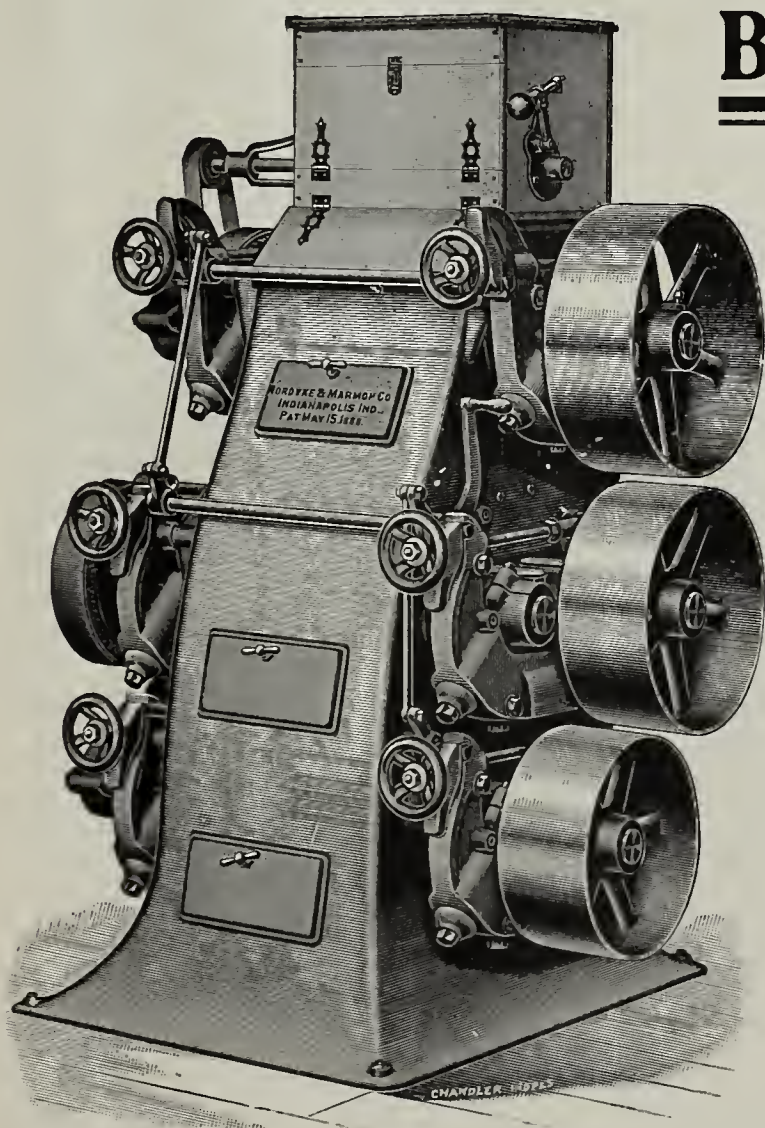
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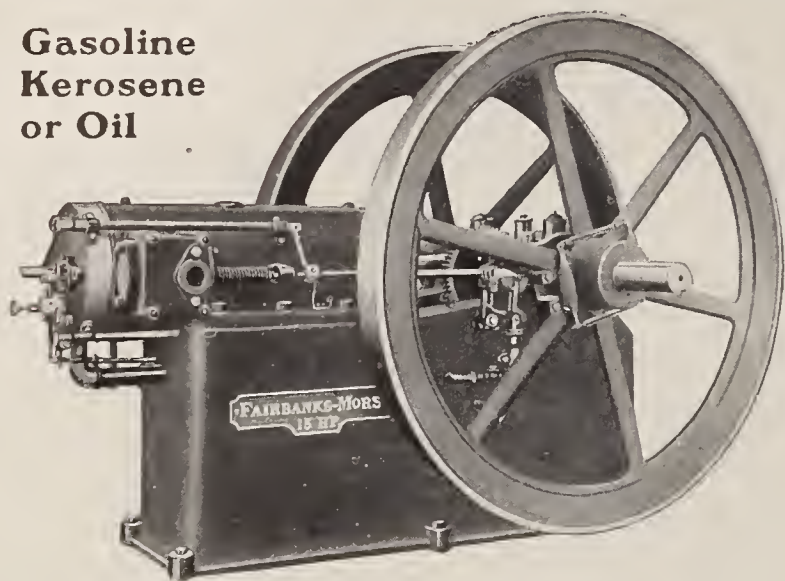
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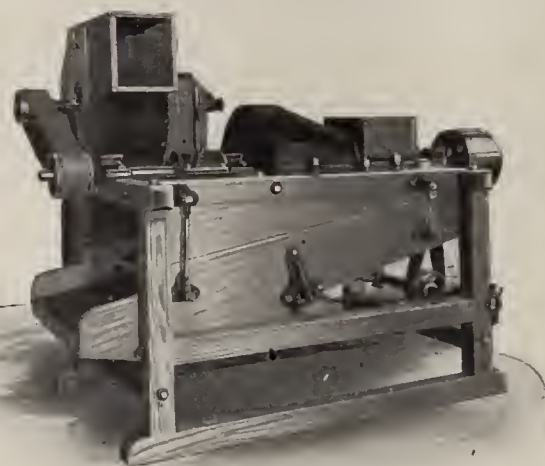
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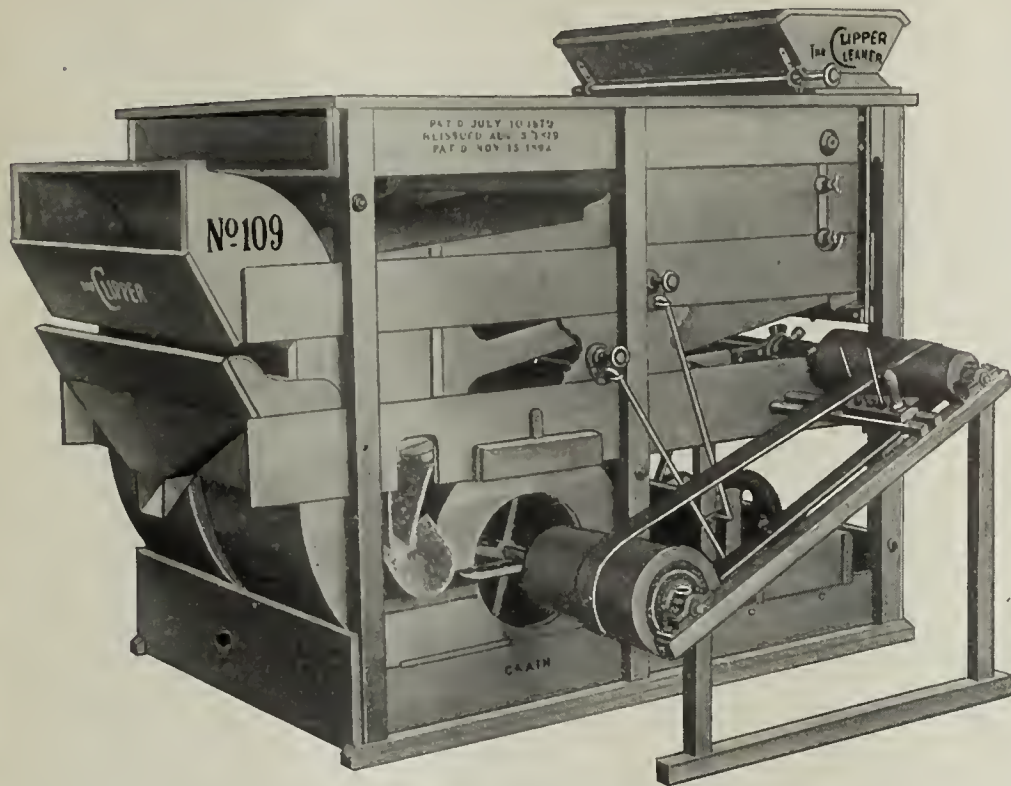
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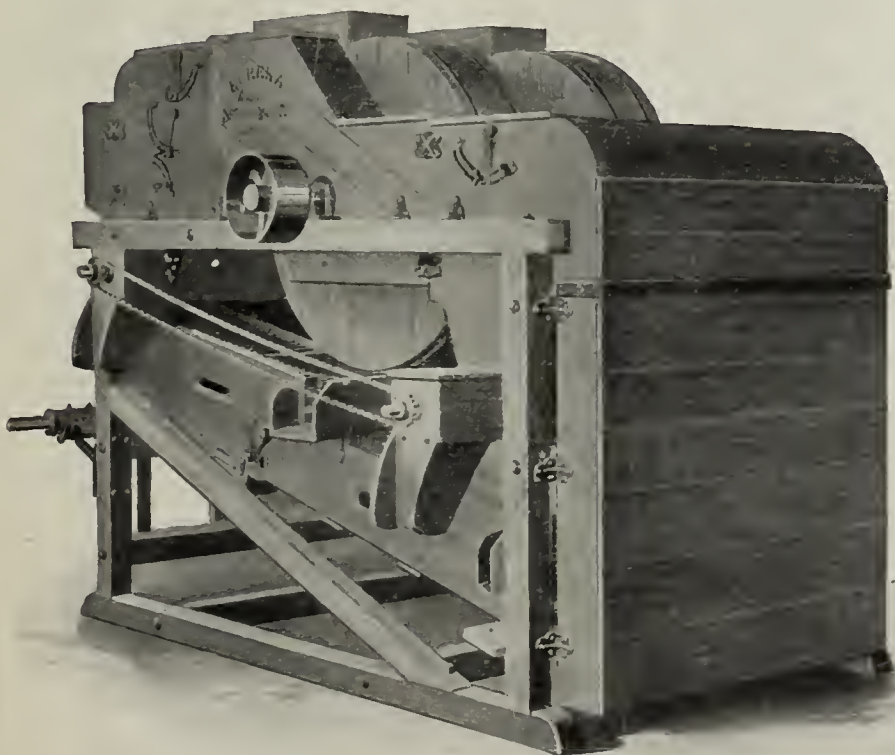
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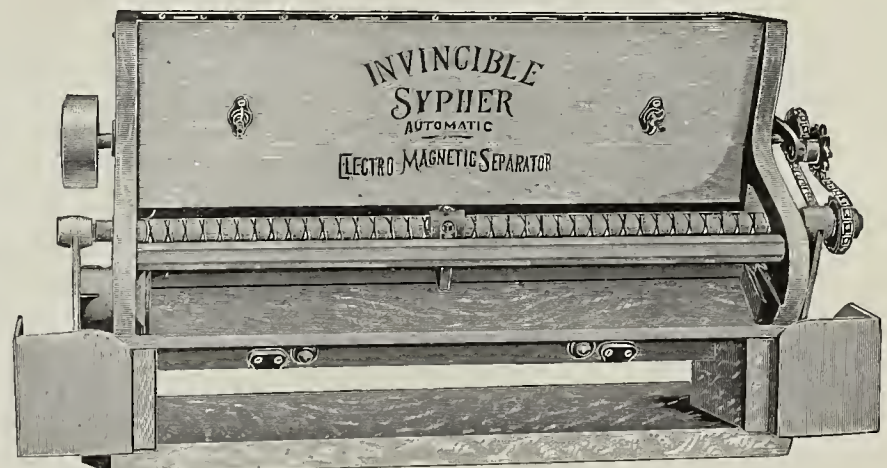
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# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXX.

CHICAGO, ILLINOIS, FEBRUARY 15, 1912.

No. 8.

## THE PURE FOOD ACT APPLIED TO GRAIN.

On January 31, Dr. H. M. Wiley and the members of the Bureau of Chemistry of the Agricultural Department gave a hearing to members of the grain trade, representing the exchanges of Baltimore, Buffalo, Chicago, Duluth, Kansas City, Milwaukee, New York and Toledo, who, in view of the Bureau's action in reference to salvage grain and the seizures of sulphured oats, desired to obtain from Dr. Wiley some definite understanding of the attitude of the Bureau toward grain of all kinds in its enforcement of the pure food act. Chicago was represented by former presidents J. C. F. Merrill and H. N. Sager and Director C. B. Pierce; who on their return to Chicago reported to an open meeting of the members of the Board of Trade at the Visitors' Room on Saturday, February 3. From the formal printed report then submitted, summarizing the impressions gained from the long conference at Washington, it appeared that:

The conference developed three matters of very vital importance to not only the grain trade of Chicago but of the country at large, these being:

1st. The liability incurred in shipping in interstate commerce hot grain which in the process of decomposition has reached a point making it injurious as food for man or animals.

2nd. The liability incurred in shipping in interstate commerce grain which is incorrectly graded by the inspection department at the point of shipment.

3rd. Liability incurred in shipping in interstate commerce of oats that have been purified, or sulphured.

In regard to the first situation enumerated above, concerning the danger of handling corn that is in process of heating which has deteriorated to such an extent as to become harmful to man or beast, Dr. Wiley and his associates hold it to be unlawful to ship, in interstate commerce, corn that has been decomposed as result of heating reaching such a point of disintegration as to be injurious to man or beast; and that such corn shipped in interstate commerce can be seized and confiscated by the Government and legal proceedings be instituted against the shipper thereof, unless such grain is specifically designated and branded, "not to be used for feeding purposes." The committee received the impression that the Government would not interfere with the shipment of such damaged corn when such corn is to be used only for distilling or is sold for export.

In regard to situation No. 2, concerning grain handled in interstate commerce, which the Government discovers has been incorrectly described in the invoice and certificate of inspection accompanying the shipment, the Bureau holds that the act of invoicing grain as of a certain described grade, or quality, and accompanying same with a certificate of inspection issued by duly constituted authorities, is under the food and drugs act, considered as labeling or branding said shipment; and if the grain in the original package (which is considered by the Bureau as a carload or cargo) proves to be different from the description in the invoice and as described in the certificate of inspection, it is considered as being misbranded under the food and drugs act and is subject to confiscation by the Government and the shipper thereof is subject to prosecution; and the Bureau further explains to your committee that it would not be considered as proper defense for the shipper to show that such inspection had been made by a duly constituted board of inspectors, even though acting under the state laws, the intent of the law being, as explained by Dr. Wiley, that the consumer must receive the quality of grain bought, paid for and described in the invoice and certificate; and Dr. Wiley also remarked that the condition would not be different even, though the original inspection was by the Federal Government, were there such Federal inspection.

In regard to the third situation confronting the shipper of so-called purified or sulphured oats, Dr. Wiley and his associates were most emphatic in stating that they considered it a violation of the food and drugs act (commonly known as the pure food law) to ship in interstate commerce any oats so treated, as, in their judgment, oats so treated would be adulterated; and even though such shipment was correctly described in the invoice and certificate, thus removing liability for misbranding, it would still be an illegal act and in violation of the law, to ship in interstate commerce, grain, which, in their judgment, was adulterated.

The meeting stated was called to give the trade more information in detail than is embodied in the

report, where possible. It was presided over by President F. M. Bunch who in calling the meeting to order declared these rulings by Dr. Wiley must necessitate a change in the methods of conducting the grain business.

Mr. Templeton asked, "Was the committee called to Washington or was it sent there by the Board of Trade?" When told that the committee went by direction of the Board, he said: "I'm glad to hear that—very."

Mr. Merrill, who was called for, said in reply to a question, that the matter of salvage grain was not particularly taken up at the conference; but as he suggested Mr. Sager could give more information on that particular matter than he could, he gave the floor to Mr. Sager.

Without particularizing so far as to give the names of those interested, Mr. Sager started to give the history of a recent salvage case as he had it from the owner of the grain, when he was interrupted by Mr. Templeton with an explanation, by way of apology for his own special interest in salvage grain, that he had purchased at a Cragin fire some 10,000 to 15,000 bushels of salvage wheat which he was readily disposing of up to the time the Government made the seizure at Toledo of this salvage wheat. He had then telegraphed for a ruling, sending to Washington samples of the stuff, asking specifically if it would be subject to seizure. After delay of a month, he was told it was; so here I am with 7,000 to 10,000 bushels of the stuff on hand that I can't sell.

Mr. Sager continuing said he thought the incident he would relate would throw some light on the general question. The grain in question consisted of a cargo of corn and wheat on board a steamer that went down in clear, cold water, running with a current of five miles an hour. The grain lay in this kind of water for several days and was then sold to wreckers who immediately raised the grain and dried it to 9 per cent of moisture. Unable to obtain storage for the grain at Port Huron where it was dried, the owner sent it to Toledo, thus making it "interstate grain." It had not been offered for sale to anyone, but samples had been sent to Milwaukee, where it was analyzed by one of the best chemical laboratories in this country whose reports declared that the grain was a wholesome and most useful article of feed for animals. The owner himself had been in the business of handling and feeding salvage grain for eighteen years and had both sold to feeders and had himself fed millions of bushels of like grain to sheep and cattle. Advised as to its wholesome character, he was about to offer the grain for sale when he was notified by the warehouseman at Toledo that the Government had seized the grain and was in charge of it. Up to February 1 the owner of the grain had not been notified of the seizure. This would seem to indicate the attitude of the Bureau of Chemistry.

Mr. Templeton: Was the grain sour?

Mr. Sager: It had the strong, sickish odor pertaining to all salvage grain.

Continuing Mr. Sager said that when the owner took up the seizure with Sec'y Wilson, the latter told him that in the opinion of the Department the grain was not fit for feed and its sale for that purpose would be forbidden in this country. An effort to have the grain (wheat, for there was no objection to sale of the corn) tested by the Bureau as feed having been unavailing, the owner found there was nothing to do but to yield, more especially as he was told that no matter what the courts might rule as to that particular lot of wheat

such decision would not constitute a precedent in any respect, but that each seizure case presented for action would be considered irrespective of any court's ruling on other cases, apparently similar in conditions and circumstances. Convinced of the uselessness of going into court, the owner then began negotiations with the Government for the exportation of the grain; and finally he was able to sell the grain in Denmark for feed at 55c a bushel after he had been compelled to reject offers of 76c a bushel by American feeders who made their bids on samples submitted.

Mr. Templeton: Would the owner have been permitted to feed the wheat to his own sheep?

Mr. Sager: I can't answer that question. As a general proposition, he added, Dr. Wiley said that he would permit such grain to be sold only to distillers for the manufacture of denatured alcohol or for export (the exporters using it for the same purpose, of course).

All this, however, was beside the real problem before the trade—presents, in fact, the minor phase of the problems presented by the attitude of the Bureau of Chemistry, vide the complications presented by such seizure as that involved in the Hall-Baker case where grain was seized as falsely branded that had been regularly inspected out by the state grain inspection department. In that case, in which the Government has been sustained by the lower court, the principle is laid down by the Government (or Dr. Wiley) that the shipper is the party who will be held responsible under the law for an inspection that in the judgment of the Government's inspector does not agree with the inspection certificate and invoice of the grain based on and evidenced by such certificate. In fact, the use of the certificate and invoice based thereon is taken as evidence of intent to mislead the consumer by misbranding the shipment. This in the opinion of the committee is outrageously unfair. Mr. Sager said he had expressly asked the question of his liability on a suppositious case of this nature, likely to occur frequently in the course of trade: Suppose I buy in Chicago No. 2 white oats to be shipped to Ohio; suppose I question the correctness of the out-inspection, call for the appeals committee and the inspector is sustained and under the rules I am compelled to accept the oats as of the grade represented by the certificate; suppose then I ship out the grain as of the grade shown in the certificate attached, and on their arrival in Ohio the Government's inspector decides they are not of the grade represented—are misbranded. I have exhausted every effort to obtain oats of the inspected grade and have been defeated—am I therefore guilty of the criminal penalty of the law for misbranding? What would happen? Dr. Wiley declared without hesitation and emphatically, "We would seize the oats and proceed criminally against you, the shipper, for false branding of the oats." He refused to consider the action of the state grain inspector or the appeals committee as having any bearing whatever on the case—their action and the fact that under the rules of trade the shipper was compelled to accept the grain on his purchase for shipment, would be held to be no defense, although the court might consider it in mitigation in assessing a fine for false branding!

Mr. Templeton: What would be done with the oats?

Mr. Sager: They are seized—"adulterated with debris" (sic) and misbranded. Not infrequently in the past they have been held long enough for the shipper to lose his sale and suffer a loss; then they have been released under bond and permitted to



be sold, described as "oats with debris" (dirt). Barley with oats, even natural volunteer oats and wheat similarly mixed with rye are alike subject to seizure, but may be sold under bond when "properly described." The position of the Department, in short, is this, that the goods must be exactly and plainly described to the consumer. As to spoiled grain—"decomposed vegetable matter"—its sale is prohibited and the shipper thereof is liable to fine and imprisonment.

Mr. Templeton: How about plugged cars?

Mr. Sager: I can say that is one of several matters the committee quite overlooked.

Mr. Jackson: Suppose grain gets out of condition in transit?

Mr. Sager: If the grain was properly described when it was shipped it would be seized if out of condition but the shipper might escape a criminal prosecution.

Mr. Merrill: In considering hot corn, misbranding and adulteration are differentiated. Sulphured oats are adulterated and cannot be sold. A case of a seizure of sulphured oats is now in the courts. Dr. Wiley was certain his Bureau would be sustained. However, the Government is now making no seizures of sulphured oats pending a decision, but the inspectors are recording the names of all shippers of such oats [presumably with a view to subsequent prosecution.]

When corn becomes hot and out of condition in transit the shipper cannot be held, according to Dr. Wiley, but the corn would be handled according to law; that is, it may be sold for denatured distillation only, or sold for export. The foreigners, as Mr. Merrill reminded his hearers, have carried the use of denatured alcohol into many industries and put it to many uses that we have not arrived at as yet, so that they are always in the market for material for distillation whose price is right for the purpose.

Plugged cars, Mr. Merrill thought, would not be seized until "branded."

Mr. Templeton: But suppose the shipper notifies me he has sold me No. 2 white oats and the stuff does not hold up to that name—what can we do?

Mr. Merrill: That question was not asked; but apparently the mere naming of the goods as so-and-so by an unauthorized person is not branding; and so in the case supposed by Mr. Templeton the stuff would not be branded until passed on by the inspector. However, that is a question of law that may yet have to be thrashed out.

Nor has the Government gone so far as to confiscate "misbranded" oats. In the case of seizure of oats from Peoria at Richmond, Va., the shipper was allowed to reclaim and clean the grain after which it was sold at no very serious loss.

Mr. Brown: Would grain loaded out of a public elevator be considered "interstate" grain?

Mr. Merrill: I think so.

Mr. Marshall: Must corn be putrid to be out of condition? Where is the limit?

Mr. Merrill: Corn may be black as a boot and yet be wholesome animal feed; and it may be of good color, and of an appearance that only analyses could determine its soundness and it would be "bad"—in the opinion of the Department.

Mr. Templeton: Whose evidence is final?

Mr. Legg: I think the practice has been that what the Department says goes.

Mr. Merrill: I think there is practically no appeal from the Department's rulings.

Mr. Templeton: I sent a sample of my salvage grain to Ohio to a feeder to be referred to the Government. The feeder gave it to his chickens and he said they died; I fed the same kind of grain to my chickens and they are all alive—whose evidence is worth most?

Mr. Morris: If grain men at Chicago would do their own inspecting I think there would be no trouble.

Mr. Arnot: A supposititious case: Say I bought for May delivery 20,000 No. 2 corn for a customer in Ohio, and he ordered me to accept delivery. During May the certificate is delivered to me and I order the corn out to go to Ohio. If for any reason that corn is seized by the Government, who is

responsible for the loss? Where do I stand? Will the Government proceed against me or the elevator or some one else?

Mr. Merrill: That is a matter of opinion. You would be an agent, but, as Dr. Wiley has said, the "shipper" would be made to suffer unless it could be shown that the corn left the elevator (started for Ohio) in good condition. If it were not No. 2 corn to start with, the shipper would be proceeded against. The Hall-Baker Company and Grier & Co. were permitted to take back their grain and they eventually sold it; but they were fined by the court for making the shipment.

Mr. Arnot: Then my customer would be responsible?

Mr. Merrill: I think so. And there is always the chance of the Government inspectors and the state inspectors disagreeing on line grain; and these divergences of opinion may affect large lots of grain. A car load is not so serious, but a difference on a cargo would be disastrous to most shippers. So the attitude of the Department raises a serious question for the inspector to take care of. It is clear that the grain inspection department will have to make a radical change in its methods of out-inspection.

Mr. Gibson: Suppose a shipment is made and invoiced as "No. 2 corn" and it turns out to be dried? No 2 corn kiln dried will not distill—is it then misbranded?

Mr. Merrill: I asked Dr. Wiley if he would act on the basis of the caption of an inspection rule or of the body of the rule, and he replied that he would construe the rule as it read. The No. 2 corn rule does not say that it shall not be kiln-dried, and as all the exchanges are so inspecting or grading No. 2 corn, all persons in the trade know the fact.

Mr. Brown: Under the conditions created by paragraphs 1 and 2 of your report business can go on; but by the prohibition of "purified oats," even when so branded, it cannot. And yet probably all oats except about 10 per cent of the crop are now unmarketable unless purified. We buy Illinois oats that are in all respects sound except for must that purifying removes; and these oats are today at a discount of 4 to 5c because the shipper is afraid to buy them because of this procedure of the Department. Now I don't believe any one man at Washington has the legal power to arbitrarily wipe out this purifying business. This city alone ships annually 50,000,000 bushels of purified oats, and as for ourselves we don't have an average of one complaint for a thousand cars sent out. The sulphuring is a benefit to the oats; the Government's own agent sent here to investigate this very practice was given at our elevator all the information he asked for—was shown everything just as it is in operation; and he thought the oats were benefited by the process.

Mr. Brown declared he was not ready then to "lay down" at least until the courts had been appealed to.

Mr. Templeton agreed with Mr. Brown on the principle but he thought that in a contest with Dr. Wiley's Bureau the latter has the "edge." He cited the bleached flour seizures which he characterized as outrageous and an arbitrary destruction of the miller's property. [By order of President Taft seizures of bleached flour have been suspended—although but little is now made—until the courts shall have finally adjudicated the issues in that case, now pending for several years.]

Mr. Delaney: I understand that when a shipment is made as of a certain grade the shipper guarantees that grade. Is it not then incumbent on the shipper to put the stuff near the top of the grade or else not have it graded at all?

Motions were made, but President Bunch urged that the matter be referred to the directors of the Board, who would meet on February 6, with power to act; and this was agreed to. Meantime Mr. Bunch read copies of telegrams sent from Minneapolis and Milwaukee, that asked the Department to suspend further proceedings for six months or until the latter exchange could submit evidence to sustain the claim that purified oats are a wholesome product.

On motion of Mr. Templeton the committee were given a vote of thanks for their service and the report they had made.

The meeting then adjourned.

The directory on Feb'y 6 continued the committee that went to Washington, to-wit, Messrs. Merrill, Sager and Pierce, who will represent the Board in all future negotiations.

#### ANOTHER MEETING—SAME TOPIC.

A second meeting, called by the officers and directors of the Grain Dealers' National Association, was held at the La Salle Hotel on Friday, February 9, at which from 50 to 60 dealers were present. President E. M. Wayne of the National Association presided. Secretary Courcier also was present from Toledo, as well as President Metcalf and Secretary Strong of Illinois, receivers and shippers from Milwaukee, Minneapolis, Peoria, Indiana, etc.

Mr. Wayne stated the object of the conference to be to devise ways and means for meeting the conditions now existing and likely to result from the enforcement of the interpretation of the laws outlined in the above report of the meeting at the Board of Trade. The discussion followed along the same lines as at the prior meeting.

Mr. Pierce said, however, one additional point might be taken into consideration as a basis for the position of the Bureau of Chemistry as to purified oats, to wit, the claim that the process adds moisture-weight to the oats submitted to the process. Mr. E. G. Brown denied that an appreciable addition of moisture was made by the sulphuring process. Mr. Pierce having said that the problem as to these oats is one of fact—are they adulterated? Mr. Brown said for his part he could not understand why they should be termed adulterated when it is conceded the oats are improved by the process. The process is not one to add weight to the oats, but to remove the smut and other impurities. His company had in recent years shipped 75 million bushels of these oats and find they meet the demand that comes from New England dealers, who ask for "sulphured oats, if possible."

Later on Mr. Merrill and Mr. Sager both said in substance that the department does not claim that the oats are deleterious to the health of animals; indeed, the Government has demonstrated that fact by feeding tests of these purified oats with its own animals, but the objections of the bureau are that (1) the interior retailers of oats do not notify their customers—the ultimate consumers—that they are "sulphured oats," and that (2) the process does give to inferior oats the appearance of being better oats than in fact many of them are, as an oat essentially unsound can not be improved in any way. This is the Bureau of Chemistry's interpretation of the law, which justifies to them their position that such oats are adulterated, relying on Par. 4, Sec. 7 of the Act: "If it (an article of food) be mixed, colored, powdered, coated or stained in any manner whereby damage or inferiority is concealed."

Mr. Pierce said the problem before the trade is what shall be done? How shall the representatives of the producers and handlers of grain approach this question in an appeal to Washington—lay stress on the question, "Is the law properly construed?" or, if properly construed, should they ask that the law be amended to permit practices that are beneficial and advantageous to producers and the men engaged in the commerce and trade in grain? Mr. Pierce conceded that in view of the undoubted popularity of both the law and the chief of the Bureau of Chemistry the situation presents serious difficulties, whichever position be taken.

Mr. Wayne recommended appealing to the producers of grain—who are, in fact, even more interested in the ultimate outcome of this matter, who will suffer if a large part of their crops are to be declared unsalable except at the heavy discounts paid for low grade stuff—to join with the dealers in considering how to meet the situation presented and in asking for a modification of either the interpretation of the law or the law itself.

There was further long discussion of the purified oats ruling, the process itself being compared



with the sulphuring process by which dried fruits are bleached—an exactly similar process, carried on for exactly the same purpose—to cover up defects in the fruit. As the legitimacy under the law of dried fruit so treated is still an unadjudicated question, the correctness of the purified oats ruling may turn on the final decision in the fruit case.

Finally, passing by that discussion here as really



Photo by Strauss.  
B. H. LANG.

beyond the question in issue, what to do in the premises, it was finally proposed to call a mass meeting of all those interested to be held at St. Louis, and to that end the following preamble and resolution were adopted:

Whereas, The interpretation by the Bureau of Chemistry of the federal food and drugs act as applied to grain tends to create confusion and an abnormal condition in the marketing of all grains; and

Whereas, The interpretation in regard to the liability incurred in the shipping of corn in interstate commerce, which has become heated and out of condition in transit, unless said corn is specifically designated and branded, "Not for feeding purposes," will render it most hazardous, if not impracticable, for buyers and shippers of corn to purchase for shipment in interstate commerce a very large proportion of the recognized commercial grades of corn; and

Whereas, The interpretation that grain graded and certificated as of a specific grade by any grain inspection department will not protect grain so certificated from seizure nor relieve the shipper from the penalties of misbranding said grain, should the inspectors of the Bureau of Chemistry subsequently decide that such grain was not accurately inspected, would practically set aside all trade rules, customs and practices that have hitherto for many years governed the transactions of those conducting the vast commerce and trade in grain in the United States and bring about a condition of chaos in such commerce and trade in grain; and

Whereas, The interpretation that purified oats may not be shipped at all in interstate commerce, because of the opinion of the Bureau of Chemistry that such product is adulterated and cannot be used for feeding purposes, would render unmarketable a large proportion of the oats crop annually produced in the United States, except at a heavy discount in price; and

Whereas, The ultimate effect of all these interpretations would be to reduce the price of all but the prime grades of grain and curtail by millions of bushels the amount of grain that could be marketed from the farms of this country, except at a low price for domestic distilling purposes or for export for the same purpose; therefore, be it

Resolved, That a mass convention of producers, consumers and handlers of grain be held under the auspices of the Grain Dealers' National Association, at the Planters' Hotel, in the city of St. Louis, Missouri, on the morning of Friday, February 23, 1912, at 10 o'clock, to devise ways and means for meeting the conditions which would be created by the enforcement of said interpretations of the food and drugs act.

The meeting then adjourned after making provision to finance the meeting, which will be attended to through the offer of the national association.

The tenth annual report of the Ohio Grain Dealers' Mutual Fire Insurance Co., Feb. 1, shows income for the year of \$11,391.46; fire losses of \$7,718.19, and expenses of \$4,068.39. It has no liabilities and surplus of \$7,771.38. Insurance in force Dec. 1, 1911, \$877,900.

### ST. LOUIS GRAIN CLUB.

The members of the St. Louis Grain Club of St. Louis held their annual dinner on January 30 and elected the following officers: B. H. Lang, president; W. H. Danforth, vice president; Thomas K. Martin, secretary and treasurer.

This Club, which has become a prominent institution of the St. Louis Merchants' Exchange, was organized in December, 1908, with fifty-three members. The membership now includes ninety grain men.

The Club holds meetings every sixty days, the object of the Club, as the constitution states, being "the promotion of unity of action and a closer business relationship between the members, and the furtherance of the interests of the grain trade of St. Louis in all proper ways, with the idea always in mind that the Club constitutes only a small percentage of the entire membership of the Merchants' Exchange."

It was proposed at the annual meeting to provide a visitors' room at the Exchange. Two plans were presented. One is to put the visitors' room in the rotunda outside the main entrance; the other, to remodel the north end of the main hall, remove the pit to that location and convert the Secretary's



Photo by Strauss.  
W. H. DANFORTH.

office into a visitors' room. The quotation boards would then be placed on the north wall so as to be visible from the visitors' room. The Grain Club has received the co-operation of the Grain Clearing House, and the improvements will no doubt be pushed forward immediately.

### BUCKETSHOP RAID.

Attorney General Wickersham's report some time ago that bucket-shopping was an extinct occupation in the United States seems to have been premature, or subject to the exceptions that "prove the rule." At any rate, in January the sheriff at Columbus, Ohio, has arrested Matthew A. McGrall and Edward J. Charter, Wheeler Building, as shoppers, confiscating their books, papers, instruments, etc., and destroying their telegraph connections. They were placed under bonds of \$500 each to appear for trial. The witnesses caught in the shop at the time of the raid were held under a \$100 bond for each. The arrests were made upon indictments found by the grand jury of the county and the action will be under Ohio law.

Dr. L. A. Bordner, veterinarian at Wymore, Neb., says that most of the deaths of stock charged to corn stalk disease are really due to a mould which is found between the kernels of corn in the ear. This mould seems to paralyze the respiratory nerve

of the animal eating it. He says that if the corn is shelled the mould will blow away, and there would not be much danger of stock getting the mould in harmful quantities when shelled corn is fed. The mould may readily be seen by shelling an ear of corn over a piece of paper.

[For the "American Elevator and Grain Trade."]

### SOME NEW AGRICULTURAL DATA.

BY N. L. WILLET.

All hay and cow pea growers will be interested, I believe, in the following data, collected and collated from best 1911 growers by myself. This information gives the latest data as concerning the Soy bean, the equal in value or better of the cow pea. The Soy bean is the great crop of Manchuria, requiring 100 ships to transport the beans yearly to Europe, and one that is now being sown largely all over the United States, early varieties being the Meyer, Black Shanghai and Acme, and the late Edwards, and Mammoth Yellow, corresponding thus with the early and late cow peas.

Besides this Soy data, this new found fact, of tremendous import to hay growers and to those who turn under the green vines for manure, is given, viz., that for both of these purposes a mixture of half Soys and half cow peas is far better than to plant either alone. By planting this mixture we double the forage results. For clay peas use the Edwards or Mammoth Yellow.

The possibilities of the Soy bean are great for the Southern farmer, not only as a leguminous soil restorer but as a cheap source from which to secure protein feeds so much needed in growing live stock. This bean is going to be better appreciated as the years go on, when the people know more about them and when the nature of the plant is understood better. The bean always does better after having been planted on the land the second and succeeding years; it requires a certain amount of inoculation on most soils, as do cow peas; and



Photo by Strauss.  
THOS. K. MARTIN.

when the bacteria is once in the soils the bean is ever afterwards a most valuable crop to grow.

If the purpose is to make hay and to gather for seed, the time to cut is just when the pods begin to fill up well and before they begin to turn yellow. Cut them with a mower and allow them to lay about twenty-four hours, when they should be raked into winrows and treated just as I have below stated they should be when saved for seed. But to get the best results from the Soy bean for hay, or cow peas for hay, mix the Soy seed with an equal amount of cow peas; break the land thor-



oughly and harrow well with a disc harrow; then plant with a grain drill in rows sixteen inches apart, putting down the fertilizer as noted below. Planted in this way, the beans will require no cultivation; they will act as a support to the peas; they will be easier to cure and handle, and in most cases will produce about twice as much feed as when planted alone. When planted alone the Soy bean is much easier to cure than the cow pea, and I believe in some particulars it is a better feed; and yet, for the greatest results, when seed is not the object, I much prefer to plant them together with cow peas. The Soy bean is upright—36 to 42 inches. The cow pea is a runner, and all runners at least double the amount of their foliage by being given a support to run on.

When planting the Soy bean for seed purposes the land should be broken and treated just as if one were going to plant oats. The beans are drilled in rows from 32 to 36 inches apart and allowed to remain in the drill as near three to four inches as one can get them. They are best planted with a grain drill, stopping up the holes in the drill one does not wish to use, and with the seed put down three to four hundred pounds of fertilizers high in phosphoric acid and potash; and I think about 1 per cent of nitrogen would help for the first year. After this no nitrogen should be used. The beans should be plowed from three to four times with some plow that will leave the ground as near level as possible. I find the Planet Jr. does the best work.

If intended for seed, the beans should be cut about the time the pods have turned a faint yellow in color. They can be cut with a mowing machine, and should be allowed to remain in the windrow about three days, weather permitting; then put up in narrow straight cocks to remain until they are thoroughly cured, which will take about two weeks with good weather. From the field they should be threshed and put away in sacks containing not more than one bushel per sack. The sacks should not be stacked one upon another, as the beans are inclined to heat when so stored away. I use a Kroger Pea and Bean Machine, which does excellent work. After threshing the seed beans we have the vines.

Soy bean hay is the best of feed, ranking alone with alfalfa and in some respects is better than red clover, containing, as it does, 14.9 per cent crude protein, 24.2 per cent fiber, and 37.8 per cent nitrogen free extract, alongside of red clover, which contains 12.3 per cent crude protein, 24.8 per cent fiber and 38.1 per cent nitrogen free extract.

Soy beans produce from 12 to 40 bushels of seed per acre, three-quarters of a ton to a ton and a half, or more, of good hay per acre, according to method of treatment, of course. The Soy bean, if permitted to mature seed, should be threshed and ground to obtain the best feeding results; when so ground it should be fed in connection with other feeds high in carbohydrates, such as corn meal. Soy beans contain about 33.5 per cent crude protein, together with 4.5 per cent fiber and 28.3 per cent nitrogen free extract. It contains a higher per cent of protein than do cow peas, but not quite so much carbohydrates, making it a better feed for the young and growing animal than the cow pea. I do not consider the bean when dry good for feed purposes unless treated above.

A North Carolina grower says: "Soy beans dried for feed purposes, ground with corn make an ideal horse, cattle and hog feed, equal to cotton seed meal. The beans soaked and fed to hogs are also very profitable. Soy beans should be drilled in rows two feet for the dwarf or early varieties; late varieties, such as Edwards and Mammoth Yellow, should be three feet between rows; dwarf varieties, one bushel to the acre, two feet rows; large varieties, three-fourths of a bushel per acre, in three-foot rows. After beans put on two leaves a weeder can be run over both ways as often as is necessary to keep out grass; dirt with plow last working. If cut for seed use a grain binder, and shock 4 to 6 bundles together. Cut when leaves are almost shedded off, but don't let them get too ripe, as they will shatter. If for hay, cut with

mower as soon as the leaves begin to turn brown and before shedding. Use a grain separator, taking out all concaves and using blanks for threshing. The by-product hay makes fine bedding, and fairly good hay, if cut properly, and usually sells for \$10 per ton.

"Soys yield from 15 to 40 bushels per acre. The Shanghai Blacks are the best yielders I have ever seen, making last year 36 bushels per acre. The Meyer bean is the earliest variety used here, and in very much demand on account of its earliness. I consider the small Acme bean one of the finest hay bearers; sown broadcast, two bushels per acre, it will make a solid bed of vines, yielding as much as 2½ tons per acre when cut as directed; very small vine. For soiling purposes the Edwards is best sown in corn and turned under in fall after corn is off, or cultivated in three-foot rows and turned under in September. The yield for hay in Soys is greater than cow peas and far better. Good Soy bean hay is worth here this year \$25 per ton. It is easier cured than cow peas; the rain does the beans no damage and the hay keeps better than cow pea hay."

#### EUGENE SMITH SECRETARY AT ST. LOUIS.

The St. Louis Merchants' Exchange was most fortunate in enjoying for 47 years the services of



EUGENE SMITH. Photo by Strauss.

the late Geo. H. Morgan as secretary, a man of rare personal qualities and conspicuous executive ability. In selecting his successor, the Exchange was again fortunate in having the opportunity to avail themselves of the services of Eugene Smith, who for six years had acted as assistant to Mr. Morgan and who enjoyed that officer's esteem and close confidence. To have a secretary of a great exchange thus "made to order" and in the local environment also was a privilege the Exchange was not slow to take advantage of, and Mr. Smith was elected secretary at the annual meeting of the directors in January.

Mr. Smith has been associated with the Merchants' Exchange for upward of twenty years, as prior to his position as assistant secretary he was engaged on the Exchange as the commercial and financial writer of the St. Louis Chronicle, and later the Star-Chronicle for upward of twelve years. Before going to the Chronicle Mr. Smith for several years reported the live stock markets at the old Union and National Yards for the Globe-Democrat.

As well as a writer of commercial news for St. Louis papers, Mr. Smith has for years done much work in that line for trade publications and for years has been regarded as an authority on commercial statistics.

Mr. Smith was educated at public and private schools and took up the study of law, but gave up "the green bag" after about a year's work, owing to the illness of his father, and for a time was engaged in the brokerage business with the latter at his old home at Little Rock, Ark. In the early '90s, after the death of his father, he went to St. Louis, entering the newspaper field, in which work he was engaged until his association with the Merchants' Exchange.

[For the "American Elevator and Grain Trade."]

#### SOME FACTS ABOUT FLAX AND ITS PRODUCTS.

BY JULIAN KUNE.

A few decades ago the fiber of the flax plant ruled supreme all over the civilized as well as the semi-civilized world as the basis of textile fabrics. Only within comparatively recent years has its scepter been wrested by King Cotton.

Before delving into the subject, it would be well to say here that there are a great many varieties of flax, although all originated in the wild parent flax. The cultivated flax is an annual and must be sown yearly in order to bear good results. The seed of flax, known under the name of linseed, is of an oval flat shape and has a glistening, oily and mucilaginous covering. The Greek and Siberian flax is cultivated mostly for its fiber, while other species are cultivated exclusively for seed, and the oil which they yield, which is universally known under the name of linseed oil. To this latter category belongs the flax produced in our northwestern states, Wisconsin, Iowa, Minnesota and the Dakotas.

#### THE ANTIQUITY OF FLAX.

The first use of flax by man is shrouded in mystery. Traces of its use for textile products have been found in the lake dwellings of Switzerland, indicating that man during the stone age was familiar with its use. In all probability it must have been the forerunner of civilization. It certainly was a powerful instrument that helped man to emerge from his savage and semi-savage condition.

The first use of flax by the lake dwellers of antiquity must have been for making nets for fishing, cords for carrying earthenware vessels and for sails, which later on developed into woven clothes with which to cover their bodies. The Egyptians were probably the first to spin flax into thread and weave it into linen. Both secular and biblical history confirms this fact, for both the Old and New Testaments abound in evidence to the fact.

We read in Genesis xli:42 that "Pharaoh took off his ring from his hand and put it upon Joseph's hand and arrayed him in vestures of fine linen." In Luke xvi:19 we read: "There was a certain rich man which was clothed in purple and fine linen." It is evident that the art of weaving fine linen was highly developed during the captivity of the Israelites in Egypt. Linen was used in Egypt by both the living and the dead, for the mummies are found to be wrapped in it, some of them in the finest texture, unequaled even during modern times. Immense quantities must have been used for that purpose alone. The Egyptians were in the habit of saving their linen during their life time for the purpose of being mummified after their demise. The custom of accumulating linen is still in vogue among various races in Europe, especially among the Russians, the Hungarian and Balkan States peasantry. Their object, however, is for a different purpose, as linen is given as a marriage dowry to marriageable daughters.

#### FLAX ON THE AMERICAN CONTINENT.

When Columbus discovered America the Aztecs of Mexico were adepts in the manufacture of textile fabrics made of the fiber of flax. The Mexicans of today closely follow in the footsteps of the Aztecs in the preparation of the fiber, and in spinning and making it into linen cloths. The industry is almost exclusively restricted to the family households, as in most ancient times. Mexico, although strictly speaking an agricultural country, does not produce flax enough for export or to encourage the establishment of factories where linen could be



made on a large scale or oil extracted from the linseed.

It is evident that flax culture thrives best in northern latitudes; for we find that the best results are achieved in our Northwestern states. While some flax is raised in some of the Middle Western states, the bulk of it, for its commercial value, is raised in but five states of the Northwest, namely, in North and South Dakota, Minnesota, Montana and Wisconsin. Some flax is cultivated in Iowa and Kansas also. Altogether the United States produces a little over fourteen million bushels of flaxseed, of which North Dakota yields 5,778,000, South Dakota 3,300,000, Minnesota 3,500,000, Montana 400,000 bushels, aggregating a little over thirteen million bushels, the balance being made up by one or two other states.

It is gratifying to see the great state of North Dakota come to the front rank in improving the cultivation of the flax plant and increasing the yield in flax or linseed. I refer to the splendid work of the North Dakota Experimental Station. The botanist of that station, in his recently issued press bulletin, addresses the farmers of the state in these words: "The department of botany of the North Dakota Agricultural College and Experiment Station hopes to aid the farmers of the Northwest in their effort to retain the flax crop as a permanent element in their agricultural work." He further combats the fallacious belief that the raising of flax is hard on the soil, holding that this erroneous belief originated in the blighting of the crop which was sown in soil that had been infected by poor and disease bearing seeds. He also makes the positive assertion that the flax crop does not use up as much moisture or of soil fertility as either wheat or oats.

In order to give the readers of this article a proper conception of the vast increase in the yield of flaxseed which is promised to the farmers of the Northwest, and specially to those of North Dakota, I will cite the report of the Minister of Agriculture of Hungary, where the cultivation of flax, as well as of other agricultural products, is carried on on scientific principles under the supervision of a well organized agricultural department. In the whole of the Hungarian Kingdom there was raised in 1909 2,035,179 bushels of seed on 139,196 acres, or a trifle over 14 bushels to the acre, while North Dakota can show but a little over 3 bushels to the acre. Supposing the same processes to be pursued in North Dakota that prevail in Hungary, the yield of flaxseed would be, from the same acreage, five times as much as its present yield.

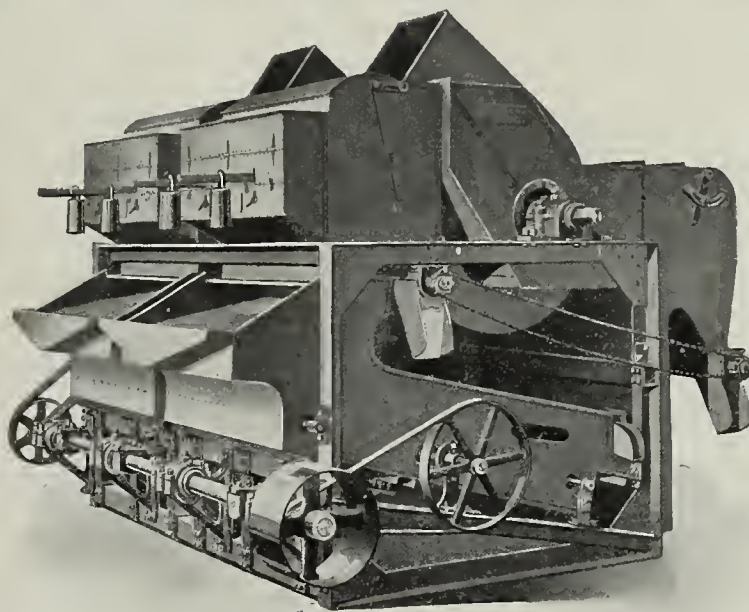
Up to recent years no labor-saving machinery was applied to the preparation of the flax fiber for the spindle and the weaver. The same methods employed by the ancients and, I might say, by the lake dwellers, was employed all over the civilized world. As I remember the *modus operandi* among the peasants of my country, who cultivated flax merely for the fiber, it was, first, pulling up the plant by the roots; then retting, or rotting, it by putting the stems at the bottom of some creek or shallow pond and weighting it down with stones, there to remain for weeks, or until it became ready for the scutching which was done by two men standing opposite to each other and beating with wooden mallets the woody part of the plant so as to separate it from the fiber. Next came the cleansing; then the spinning; and lastly the weaving of the thread into linen. All of the above work was done by members or dependants of the family. It was, in fact, a family art which was handed down from generation to generation. Where this system still prevails there is no great encouragement for labor-saving machinery. Nevertheless labor-saving machinery has finally invaded this industry as well as it has others, so that large linen factories are to be met with all over the civilized world. Some of the finest linen is being made now in France, England and Ireland.

The writer was recently informed that a new invention for the preparation of the flax fiber has been perfected, which will revolutionize the manufacturing of linen. It is expected that through a chemical process the flax plant may be converted

into thread within a few hours, instead of weeks, by the processes hitherto used.

#### LINSEED OIL.

The commercial importance of the flax crop cannot be overestimated, when we consider the various uses to which its products can be applied. Next in importance to its furnishing the linen of the world, it furnishes the oil which for certain purposes is of inestimable value. Recent statistics show that the proportion of flax cultivated for its linen producing fiber is small compared to what is raised for the oil seed. The linseed oil mills of the country, some of them located in Chicago, consume millions of bushels of seed annually, and this oil is shipped all over the world. After the oil has been extracted, the residue compressed in cakes is again reshipped to various parts of Europe and to parts of this continent for cattle feed. That the flax culture in this country is open to vast improvement is evidenced by the comparative receipts of flax and other grass seeds. During 1910 there were received in Chicago but 1,388,000 bushels of flaxseed, while of other grass seeds the receipts were over 26,000,000 bushels. Only by the establishment



EUREKA ALL-STEEL ELEVATOR SEPARATOR, TWIN SHOE TYPE, WITH AUTOMATIC SIEVE CLEANER.

of "pure seed testing stations" all over the Northwest can he reached the desirable goal of an increased yield of seed.

Linseed oil is an indispensable ingredient in a great variety of manufactured articles. Pure linseed oil is especially requisite to make good and lasting paint, by mixing it with pure white lead. It is absolutely necessary that one should be as pure as the other, for otherwise the product makes a paint that is unable to resist the burning rays of a midsummer sun or the fierce storms of our winter months. Of late years, linseed oil has been largely adulterated with inferior mineral oils; hence some oils sold as linseed oil are so only in name. Hemp seed oil is extensively used as an adulterant with linseed oil, a use which is the more reprehensible as the linseed is also extensively used in the pharmacopeia; most of the salves and ointments being prepared with linseed oil, and naturally they should be of the purest materials.

Mexico has reduced the wheat duty to 50c, effective until June next.

One Spanel, a 17-year-old grain thief, when fined at Duluth \$5 and costs, startled the court by asking: "Judge, couldn't I borrow the \$8 from you to pay?" When assured that he could not, he telephoned home for money and soon after the call, a small boy brought the prisoner \$5, and simultaneously some one at home telephoned renewing the request for a loan but reducing the amount to the \$3 costs which was missing. The jurist remained obdurate as to the loan and the balance was finally procured. Spanel was one of the twenty boys arrested at the instance of a Soo Line special agent recently charged with robbing a loaded grain car of more than 100 bushels of its contents. When brought into court he admitted his guilt and took the whole matter as a joke until a possible failure to pay the fine made a sentence loom up.

#### FIREPROOF ELEVATORS.

The advantages of fireproof construction are so well known and appreciated it is not surprising that grain men are adopting it so largely. Ten years ago the most enthusiastic advocate of concrete elevators would hardly have dared predict the present-day popularity of fireproof grain warehouses. It is only a matter of a few years ago that this form of construction was confined to only the largest terminal and transfer houses; but time has wrought many changes and now we find small country elevators built of concrete, reinforced steel and concrete, steel and tile and some made wholly of steel. These small houses are to be seen in large numbers and are scattered all over the country.

Although the expense of building a fireproof elevator is necessarily greater than the old-fashioned house of wood construction, the extra cost is soon repaid by the saving of insurance premiums. It is a matter of record that the owner of a fireproof elevator can usually pay for the entire building and plant in comparatively few years out of his savings of insurance premiums, and at the end of

such period he has an elevator which has not deteriorated in value to any appreciable extent and upon which he has had to expend little or nothing for repairs.

While the general trend is toward improvement of the buildings themselves, it will be noticed that the machinery equipment also is more complete and up-to-date and of a better class than was used in the old-time elevators. If one takes the trouble to go over a thoroughly modern fireproof house, the first thing that catches his eye is the improved heavy transmission, generally of the rope drive variety; the next thing he notices is the better means for handling the grain—steel elevators and steel conveyors, generally connected up to an exhaust system which cares for the dust problem. Of course, such a plant would be incomplete without its steel cleaners, and one generally finds a separator and very often an oat clipper as well. While elevators of this kind might otherwise have the best equipment that money can buy, it is especially desirable and essential that the cleaners be of fireproof construction; for unless this is so the fire risk will not be entirely eliminated. As this is the object sought for, it is of vital importance that steel, or, at least, steel-covered, grain cleaners be adopted.

Commonly understood, a fireproof elevator is one in which combustible materials do not exist and which inferentially could not be burned. Experience, however, has shown that this expensive form of construction does not insure actual immunity from fire if ordinary wooden grain cleaning machines are used. Elevator fires most frequently have their inception in fast-running fans and heated bearings. The insurance companies know this and charge accordingly for the extra risk. Under such circumstances it is not good business policy to go to the expense of building a fireproof house and then equipping it with cleaners of ordinary wood



construction, because such machines will not afford any real protection from fire. This fact was demonstrated quite recently, when an elevator of brick and concrete construction was partially destroyed, and the chief loss, according to the report, consisted of "damage to machinery, shafting and belting." In all likelihood no fire would have taken place had fireproof grain cleaners been used instead of the wooden machines which had been installed. While every reasonable precaution is taken by makers of the latter to guard against trouble with heated bearings and the consequent results, it is impossible to overcome operating conditions; in the rush of work, bearings are liable to be neglected and allowed to run dry, as a result of which oversight the owner risks the loss of his property.

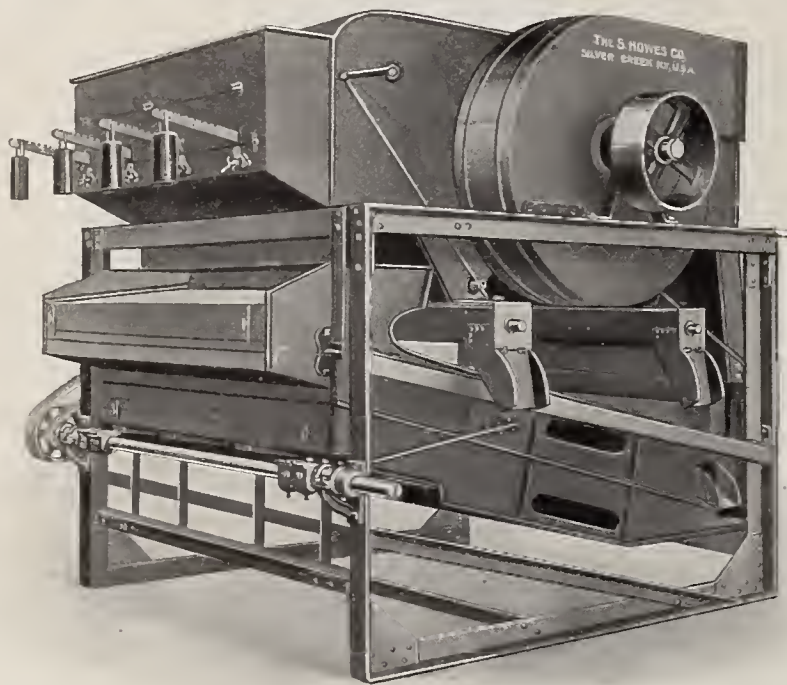
In its new 250-page Catalogue, The S. Howes Company of Silver Creek, N. Y., says: "No structure employing ordinary machinery made of wood ever was or ever can be fireproof. Replacing combustible materials with steel is not a luxury, but a necessity for the absolute elimination of the fire hazard. It's simply a sound business proposition. It saves insurance, repairs are avoided and no depreciation takes place. It is the strictly modern method of attaining economy."

The S. Howes Company further says: "The in-

would do their work automatically without requiring the constant attention of an operator.

Reference to the illustrations will convince the reader that the construction of these machines has been carried out in a masterly manner. Their design is such as will insure extreme durability and uninterrupted, satisfactory service under the most trying conditions. Self-oiling bearings and eccentrics of the most advanced types are used on these separators; the journals are extra long, and the shafts are almost twice as large in diameter as those in ordinary machines; not only this, all boxes are entirely isolated from the suction-ducts or air-trunks; thus it is impossible for fire to communicate with the fan and wind spouts. That such cleaners will "stay put" is vouched for when one takes into consideration their weight, which runs from three to almost five tons each, depending on the size. While it is the practice of some builders to use thin gauge sheet iron in machines of this kind, The S. Howes Company secures great rigidity and freedom from noise by using heavy steel plate. The frames are built up from large steel angles, of thick section, accurately cut and fitted, and joined together with gusset plates, and firmly braced and trussed.

The superb mechanical equipment of these clean-



EUREKA COMPOUND STEEL ELEVATOR SEPARATOR, WITH OUTSIDE FANS.

creasing number of fireproof buildings which are being erected for elevator and mill purposes has brought about a demand for non-combustible equipment to meet which we have devoted a new portion of our works to the exclusive production of that class of machinery. Perfectly appointed in every way with the latest and most improved labor and time-saving tools, such as electric and pneumatic drills, automatic riveters and powerful metal saws and shears, and employing artisans who are specially chosen for their proficiency, we are in a position to turn out very high grade work. We are now building a complete line of grain cleaners which will afford the elevator and mill owner every protection against fire. These are made in two styles, namely, all steel construction, and wood-covered and lined throughout with sheet steel. Such machines are built in all sizes and capacities. Before the introduction of our labor-saving plant, the cost of manufacturing was excessive, a fact that made the price of such cleaners prohibitive except to the larger concerns; but economies in production, made possible by our special and unique facilities, now enable even the smallest receiving houses to buy fireproof separators and other machines at a reasonable price; in fact, at only a slight advance over what an ordinary wooden cleaner would cost.

The illustrations herewith will serve to show what they are accomplishing in this comparatively new field. What they have aimed at, first of all, is to reduce the risk of fire; the next thing uppermost in their minds was to build cleaners which would handle grain economically—that is, clean it thoroughly and well and without waste, and which

ers insures to the busy man a means for doing the greatest amount of work quickly, easily and cheaply and with the maximum of protection against fire to his elevator and its contents.

The S. Howes Company will gladly mail copy of their Catalogue describing these and others of their well-known Eureka Grain Cleaners to any one writing for it.

#### HOW PIPER CITY BECAME.

Piper City, up in the panhandle of Ford County, Ill., was named for Dr. William H. Piper, a physician of Philadelphia, who owned a considerable real estate in the vicinity, in the 'sixties, and who, with his nephew, the Hon. John A. Montelius, Sr., started a general store and grain business there in 1866. At that time about all there was of the now prosperous village was a stub switch and a couple of hay presses that had been used to press the prairie hay for "Massa Linkinn's mules," but were about out of commission on account of the close of the War. Young Montelius (he is 69 years old now) was put in charge of the business and succeeded to it, making the foundation for the extensive business now carried on by Mr. Montelius and his sons. He tells how in those days there were no grain elevators and much of it was unloaded from the farmers' wagons into a warehouse and afterward loaded into cars with large wheel barrows. Now the firm has two large grain elevators and in connection a bank and a farm implement business, besides owning a large body of fine farm lands close to the village.—Pantagraph.

#### GRAIN MEN'S MEETING AT LIMA, OHIO.

Another excellent meeting of the Hay and Grain Producers' and Shippers' Association of Northwestern Ohio, was held at Lima on Friday, February 9. President W. T. Dolbey of Delphos did not reach the meeting until the afternoon session, but the assembly room of the Lima House was well filled with grain men when Secretary T. P. Riddle called the morning session to order at 11:30 o'clock.

Secretary Riddle read a letter from State Secretary J. W. McCord, calling attention to a new fungus disease as partly responsible for the deplorable condition of the corn crop. Means for obtaining funds to fight the disease were discussed and the following resolution was adopted:

Resolved, That it is the consensus of opinion that to a marked degree the present damaged condition of corn is due to a fungus disease and that the interests of producers and shippers will be conserved by our appealing for necessary financial support to the end that the state experimental stations may find a remedy for the disease, and we hereby petition the State Emergency Board to appropriate \$2,000 for this purpose.

There was some discussion on the question as to the effect that sugar beet growing would have on Ohio's grain crops. Opinion seemed to be divided upon the matter, some maintaining that the inroads of the beet growers amounted to nothing and beet culture was beneficial to the land to some extent, while others were of the contrary opinion. No action was taken, however, following the discussion.

#### AFTERNOON SESSION.

President W. T. Dolbey called the afternoon session to order at 2 o'clock, and a short discussion took place over the question, "The Moisture Tester, and Does It Pay to Maintain One?" The question was decided in the affirmative, and Secretary Riddle said that Mr. Robinson, manager of the Lima office of E. W. Wagner & Co., of Chicago, would give a demonstration for dealers in the moisture test at any time in his office.

The question of insurance was taken up by J. W. McCord, secretary of the Ohio State Grain Dealers' Association. Mr. McCord told how grain dealers could minimize the cost of their insurance by keeping their properties in good condition. He said the Ohio Grain Dealers' Mutual report made an excellent showing for last year.

The question, "Shippers' Weights vs. Receivers' Weights; What Is Wrong? What Is the Cure?" was discussed.

Mr. Riddle told what had been done towards securing a scale expert to inspect the scales of the territory.

E. J. Pugh of Hicksville thought the State Inspector of Scales should take charge and be responsible for this work.

Mr. Howe of Wauseon said he used Fairbanks Hopper scales and that there were certain markets he shipped to that weights always tallied with his, and there were certain other markets where the weights always varied from his.

It was decided to leave the matter of securing a man to test scales in the territory with the scale committee.

"Is Federal Inspection of Grain Preferable to the Present System? Shall We Advocate It?" was discussed, and federal inspection of grain had no friends at the meeting. All were against the system, and a number of instances were cited where the state system of inspection had been very unsatisfactory. Very many thought there was not enough uniformity of inspection between the various markets.

The next topic up was "Newspaper Grain Quotations and Market 'Dope,' Local, Toledo, General."

Mr. Riddle thought that in the interests of dealers the "call" market at Toledo should be given the preference in the news of the exchange over the "cash" market.

John Lipscombe, with Southworth & Co., explained the difference between the "call" and "cash" quotations. The former was the bid price to the country for grain after the close of change, while the latter was the cash transactions made during the day.

A resolution was adopted that it should be con-



sidered the consensus of opinion of the association that the Toledo call should be given wider publicity, and cash prices either eliminated or published as the price at the elevator, subject to elevating and storage charges and other contingencies.

"Does It Pay a Country Elevator to Maintain a Kiln Drying Plant?" was discussed. Some various opinions were brought out. Some had found an individual plant a paying proposition, while some had not.

#### THE PURE FOOD VALUES.

A. T. Ward of Lima read the following paper on the subject of the recent pure food rulings:

Recent decisions emanating from the Pure Food Bureau of the United States Agricultural Department have caused consternation in the ranks of grain dealers and affect every one interested in the handling of grain, from the farmer to the ultimate consumer. One of the items which has caused considerable commotion reads as follows:

"That grain of any kind, which consists, in whole or in part, of filthy, decomposed or putrid vegetable substance, unfit for human or animal food, can only be sold to distillers or for export."

This is the exact wording of the pure food law on the subject. As far as the country grain dealer is concerned, this will apply more particularly to corn which gets hot, and through that process becomes unfit for human or animal food through turning moldy, blue eyed and mahogany.

Dr. Wiley, chief of the Bureau of Chemistry of the Department of Agriculture, holds it to be unlawful to ship in interstate commerce corn that has been decomposed as result of heating, reaching such a point of disintegration as to be injurious to man or beast, and holds that such corn shipped in interstate commerce can be seized and confiscated by the Government and legal proceedings be instituted against the shipper thereof, unless such grain is specifically labeled and branded "not to be used for feeding purposes." It may also be shipped if bills of lading and way bills specifically state "for distilling purposes" or "for export."

I have been unable to determine just what the status would be of one shipping corn that was sound and sweet at the time of shipment, should such shipment reach destination hot and decomposed. Under the ruling above referred to, the corn would be subject to confiscation. However, I feel that such a ruling would be manifestly unjust, as the shipper, if the corn was sweet and sound when it started, would be entirely innocent of any attempt at wrong doing.

As we are now discussing the question of whether it pays a country elevator to maintain a drying plant, this recent decision gives it added interest. Personally, I question the practicability of every country shipper putting in a drier and attempting to dry his corn before shipment. It is a process that requires considerable skill, very close attention and is expensive to install. To my mind, the most plausible solution of this question is the establishing of large drying plants at interior junction points over the grain section, where corn can be sold either to the regular buyers or where it can be dried for the shipper and where the drying can be more carefully and scientifically done than would be possible at the ordinary country elevator.

Lima offers special inducements for a plant of this kind, owing to its accessibility from a large producing section, and the number of railroads centering here. The erection of such a plant is contemplated, and I believe it will save shippers from this territory many thousands of dollars on their next crop of corn, by reason of being able to dry it before it has an opportunity to decompose, and it will make the chances of loss through confiscation practically nothing. As official weighing and inspection will be established here in connection with the elevator, settlement with shippers can be made on Lima weights and grades, which is a matter of very considerable importance.

There are many advantages to drying corn at initial point, and one of them is that it is unnecessary to pay freight on 6 to 8 per cent of water which is taken out of corn, as is necessary when it is handled through a drier at a terminal market, and, of course, the chances for its getting out of condition between the country stations and the elevator where it is to be dried are much less when the car travels only 50 miles than when it has to travel 300 or 400 miles or more. A thousand bushels of corn in the process of getting hot will lose through evaporation approximately 50 bushels. In other words, a car of corn weighing a thousand bushels, when loaded cool, will weigh only 950 bushels or thereabouts after it has become hot, and the shrinkage continues as long as the corn stands, although the percentage of shrinkage after it has become hot is not so great as it is during the first period. I believe, gentlemen, that this is a matter for your very careful consideration.

Various matters of interest to the association were then taken up in general discussion.

In the evening a banquet was given by the millers of the territory to the elevator operators of the territory. The subjects of "Co-operation," "Honor and Equity in Trade," "Arbitration," etc., were discussed in an interesting manner and a more cordial feeling was brought about between millers and grain dealers.

Among those seen at the meeting were: W. T. Dolbey, Delphos; T. P. Riddle, Lima; D. R. Risser, Vaughnesville; Earl C. Bear, Hicksville; S. B. Douglass, Lima; J. S. Metzner, Jonestown; C. I.

Forrest, Spencerville; H. O. Barnt, Delphos; H. J. Hannan, with Alder-Stofer Grain Co., Buffalo, N. Y.; E. J. Pugh, Hicksville; J. J. Rammacher, with Eastern Grain Co., Buffalo, N. Y.; Jas. G. McKillen, with Dudley M. Irwin, Buffalo, N. Y.; Wm. Green, Lima; John Nutter, Cecil; O. C. Robinson, Lima; N. C. Webster, with Avery Scale Co., North Milwaukee, Wis.; J. F. Gephart, Versailles; W. E. Gest, Defiance; Chas. Ozier, Paulding; A. W. Courtright, Paulding; S. A. Poole, Haviland; C. S. Behymer, Rockford; E. E. Grubbs, Greenville; J. W. Schultz, Lake View; H. T. Burns, president of Burns Grain Co., Buffalo, N. Y.; D. W. McMillin, Van Wert; W. H. Amsden, L. S. & M. S. Ry., Toledo; D. W. Long, Convoy; S. W. Kemp, Spencerville; J. W. Thompson, Spencerville; B. T. Camp, Bowling Green; C. W. Mahan, Van Wert; C. W. Franklin, Leipsic; G. A. Cruikshank, Leipsic; J. J. Thieroff, Sherwood; E. H. Beer, with Chas. England & Co., Baltimore, Md.; Wm. Hirzel, Hicksville; Samuel Walton, Pittsburgh, Pa.; E. A. Trepanier, Dunbridge; C. S. Young, Bowling Green; Rinehart Smith, Sidney; T. A. Morrison, Kokomo, Ind.; J. W. Lipscombe, with Southworth & Co., Toledo; Frank Felger, DeGraff; Guy Felger, DeGraff; H. G. Pollock, Middle Point; P. H. Gale, with Gale Bros. Co., Cincinnati; Geo. D. Woodman, Toledo, with Rosenbaum Brothers, Chicago; J. W. McCord, Columbus; W. G. Poast, Columbus Grove; W. S. Dickerson, Adrian, Mich.; John A. Wright, Liberty Center; W. Dull, Wilshire; J. C. Danner, Fostoria; Krauss & Apfelbaum, Columbia City, Ind.

#### STORING SHELLED CORN.

A Dakota county subscriber asks if shelled corn will keep in the bin all summer if it is shelled and stored dry during the winter. We unhesitatingly say yes, if it is stored when thoroughly air dry and the bin has a good roof over it. However, the corn must not only appear dry when stored, but it must actually be air dry. Oftentimes corn is shelled in cold weather when any surplus moisture it may contain is hidden by the frozen condition of the kernels. A great deal of corn is hauled to market every year that looks dry when taken into the elevator bins, but which gives the purchasers a great deal of trouble later when warm weather comes and thaws it out. Exporters of corn had a great deal of trouble last summer with their corn molding while in transit across the ocean. The reason for this was, of course, that they had been fooled in its water content.

In these latter days, since we have been hit with the big ear craze, a great deal of corn goes into the crib almost every fall that is not thoroughly air dry. Big, late-maturing ears do not dry out during the fall months. When thrown into the crib they receive enough ventilation to prevent molding, for ear corn does not mold very readily. Then on a good cold day in winter the sheller is backed up to the crib and the corn is shelled. Every ear of it appears as dry as bone and there seems to be no doubt about its fitness for storage. But watch out for such corn when warm weather comes, for the surplus water in corn that has frozen will show up again when warm weather comes.

We give all this to show the importance of being sure that the corn is thoroughly air dry when it is stored in bins. If it is air dry, and the roof over it is good, it will keep "until the cows come home." —Nebraska Farmer.

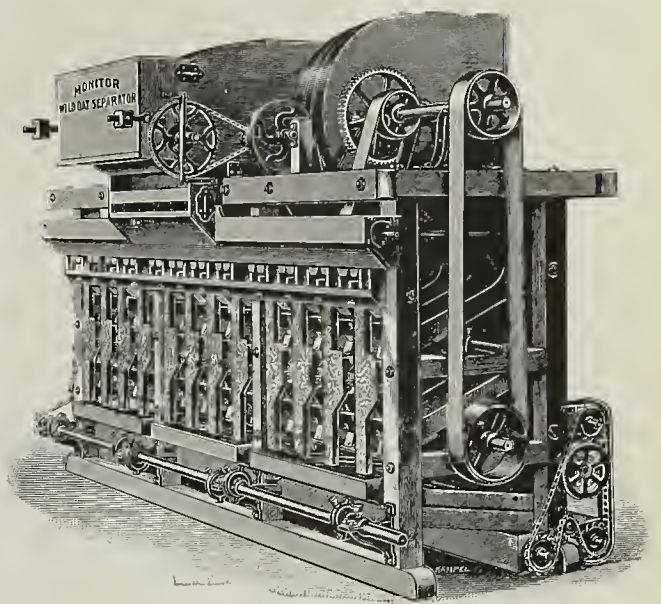
In a recent market letter, Somers, Jones & Co. say: "The period of clean-out shipments is near and shippers will often be compelled to send in bulkhead cars of different kinds of grain or of different qualities of the same grain. Shipments of this sort are usually discounted very heavily in value and should not be made except where absolutely unavoidable. There are very few buyers here who can use two kinds. The trade runs too much to specialties. It is expensive also to unload bulkhead cars and many of the larger houses will not bother with them at any price. It is far better to send in small loads subject to freight penalty, rather than to put them in bulkhead cars. Under

no circumstances should bag grain or seeds be shipped in with bulk cars of grain. The railroads charge the less carload rates on the bag stuff anyway, and it should be moved by way-freight through the freight house in every case. Buyers usually discount the value of the bag stuff and the value of the grain in the same car so materially that the price is apt to be cut wide open. In other words, avoid bulkhead shipments if possible and ship all bag stuff by way-freight, even at the ruling higher freight rate."

#### MONITOR OATS EXTRACTOR.

We are confident that our readers generally will be greatly interested in this new machine which already is creating for itself a reputation by the record of its performance in several elevators where it is used for the removal of oats from wheat, barley or rye. The Huntley Manufacturing Co., Silver Creek, N. Y., the makers, have been designing and perfecting grain cleaning machines for thirty-three years, and anything they introduce is bound to be something worth while to the handler of grain. They claim for this new oats extractor that it will actually perform work no other machine or device is capable of handling.

First of all, the machine is a radical departure



MONITOR OATS EXTRACTOR.

from anything heretofore introduced; and its noteworthy features are the removal of oats, either wild or tame, from wheat, barley or rye and doing the work without the usual loss of good grain as with other machines performing work that is more or less similar. Undoubtedly, most of our readers have endeavored to remove oats from lots of wheat, barley or rye and know just how difficult a task this is. In making separations of this kind there is usually an excessive loss of good grain, usually so excessive as to make the separation prohibitive. It is here that the Monitor Oat Extractor has a decided advantage over other machines and methods for performing such work, as the Monitor makes the separation with unequaled economy.

We would suggest to our readers that they write the Huntley Manufacturing Co., Silver Creek, N. Y., asking them for a copy of their new Catalog No. 45 which illustrates and describes this new invention.

The Droge Elevator Co. at Council Bluffs will invest \$10,000 in a plant for crushing corn cobs and transforming them into material to take the place of sawdust and pine shavings for use in oxydizing iron filings for purifying gas at gas plants. The corn cobs have been found to be about 100 per cent more efficient and to last about twice as long as the shavings. The Droge company is said to have begun the crushing process two or three years ago for the benefit of Manager A. L. English of the Council Bluffs city gas plant, but they soon had other plants to supply and the crushing business became an important part of their activities. They have added other crushers from time to time and have now created a demand that requires wholesale facilities.



[For the Indiana Grain Dealers' Ass'n.]

**HORSE SENSE IN HANDLING GRAIN.**

BY JOHN HOLLIDAY,\*

The subject, the handling of grain from a common, or horse-sense standpoint, is like your business—just what you or I make of it.

In the first place, a grain dealer can make himself either useful or detrimental to the community in which he is living and trying to operate an elevator.

I feel it is our duty to have our elevators open for business every working day in the year; to be kind and always in a pleasing good humor to our trade; to be generous, accommodating; to spare no effort or time to wait on the trade during the rush of thrashing season; to be firm with all your prices and gradings, uniform to your farmers with your prices and grading and to "let like price for like grain" be your everyday motto. Educate your farmer customer to understand that his ten-year-old boy, with a load of off-grade grain, will receive just as much per bushel as he himself would, always giving as much as you possibly can and no more.

Be a man in your business; that is, if a farmer comes to your elevator from out of your territory with good or bad stuff, treat him in the same way; or if any difference is shown, grade him a little closer than a regular customer.

In thrashing season, don't furnish an extra team to some company to get your brother elevator-man's grain. If any of you are guilty of this, stop it. Get what is in your geographical territory and let your neighbor elevator-man have the balance.

Buy your grain on its merits; don't buy mixed corn at yellow corn prices. Don't buy mixed oats at standard oat prices. Don't pay full price for 56-lb. wheat; if you do, you are paying your farmer a premium right out of your own pocket for raising a poor quality of grain.

Keep in mind always your poor, careless farmers—you all have them—many of them are well-to-do; abuse them in a nice way, clean their seed wheat for them for nothing; furnish and reclean their seed oats for them; by so doing, you will raise the grade and quantity of their grain and your own grain.

Seed corn is neglected and abused more than any other seed. You can help your farmers and yourself 25 per cent in quality in one season by doing as I have done. Select from your good farmers, when they haul corn in the fall, 50 or 100 bushels of good yellow corn and then sell it for seed to those who raise mixed or poor corn. You will be surprised at the result.

We are all too careless and pay top prices for "any old grain" and send it in; and then if it does not grade we cuss the market and kick and say we will never send those fellows any more grain. Be sure you are right before you accuse a market or an inspector of doing wrong. Always think that all men are honest until you prove them for yourself to be otherwise.

Now, then, gentlemen, when we have the grain bought of the farmer, the greatest judgment and care should be used in conditioning it for the market, in selling and in shipping. First, order good tight cars. Give your railroad agent to understand that you will not load "any old" car that he may send you. Select good cars; and be careful in cooping them for grain. A poor hand to cooper up a car can easily lose you a week's wages in one car, if it is poorly coopered.

The way I do, when I get returns, inspection certificate and weight slips, if the car shows leakage in any place, is to show the man that did the cooping the weak place in his work; and I find it does much good.

Be careful to weigh all your grain into cars, and if your shrinkage is heavy, investigate whose fault it is and govern yourself accordingly. Nothing will straighten up a man or a market quicker than to let him or it alone. They will step to a looking-glass and take a look at the man who is wrong; a

man or a market does not always have to admit guilt to be wrong.

Gentlemen, don't marry yourself to any market or firm; and never try to plug a car of grain. Be square, be honest; don't ship to a firm just because he overbids the market a cent; don't try to get something for nothing—there isn't enough of that to go round and someone will get left. Don't ship to a market that charges you interest on your drafts. Don't ship to a market or especially to a firm that recognizes and buys grain from a so-called "scoop shoveler;" for a scoop shoveler is a parasite to an elevator-man and a parasite is a bad-bug.

**GORDON HANNAH.**

Gordon Hannah, with the Pope & Eckhart Co., Chicago, is so well known to the grain trade and so universally welcomed by the trade in his various pilgrimages through Illinois, that this brief mention can hardly by any stretch of the imagination be deemed an introduction of him to any Illinois reader. But even the worst-tempered of us like to see our friends' faces in the "counterfeit presentment" and to know somewhat of their past. It will surprise no one to learn that Mr. Hannah is Virginia born, because a brief communication with him in



GORDON HANNAH.

business affairs or in social life uncovers in him that courtesy and instinctive consideration for others which has long been a characteristic of the Virginia gentleman born and educated in the Old Dominion, and which he rarely leaves behind when migrating to other states.

Mr. Hannah, like many of his fellow Virginians, headed naturally enough for Illinois when he left his native state, and so came to Chicago in 1891 and took a position with Carrington, Hannah & Co., to superintend and audit the accounts of that firm's numerous stations in Illinois. His duties were later widened to those of general traveling man for the same firm until in 1895 he was sent to Cairo, Ill., and placed in charge of the firm's elevator there and the shipping of their business south of the Ohio. He remained at Cairo until 1903, when he resigned to return to Chicago to accept a position as traveling representative in Illinois for the Pope & Eckhardt Co. That connection has continued to this day.

In January Mr. Hannah made application for membership in the Chicago Board of Trade and in due course was accepted, an election that is mutually advantageous and desirable, for while membership will be an advantage in some ways to Mr. Hannah that connection will be also a benefit to the Board whose business might perhaps be better subserved were all its active firms' representatives also themselves members.

Receipts of corn at Chicago during January were the largest at this season in over six years, while of wheat they were the smallest with one exception.

**INDIANA GRAIN DEALERS' MID-WINTER MEETING.**

A joint meeting of the Indiana Grain Dealers' Association and the Indiana Millers' Association was held in the Board of Trade, Indianapolis, on January 16, 1912. Each association held its own meetings in the morning and joined together for the afternoon session. It is almost needless to state that the utmost good will prevails for each other among the grain dealers and millers of Indiana.

President C. A. Ashpaugh of Frankfort called the morning session of grain men to order at 10 a. m., and read his annual address. He stated what the association had done and was doing for the grain men of the state and told why they should give it their financial and moral support.

Secretary C. B. Riley made a report covering his work of the past six months. This report covered all departments of the secretary's work. In part he reported as follows:

I am pleased now to report the exact status of our membership as well as some other matters of special interest to the entire grain trade of the state, to-wit:

Membership reported June, 1911: Shippers in good standing, 240; Receivers, 54; Associate, 10; Total, 304. Loss of members by withdrawals while in good standing: Shippers, 9; Receivers, 3.

Dropped for delinquency in dues: Shippers, 21; Receivers, 1; Associate, 2; Total, 24.

New members added: Shippers, 21; Receivers, 14; Associate, 1; Total, 36.

Net membership, 304; additional stations, 103.

In submitting this membership report we have adhered strictly to the rules defining "What constitutes a member in good standing?" and eliminated everyone that was not in good standing on Dec. 31, 1911.

During the past six months we have added the members above mentioned, also added to our revenue the sum of \$583.26 as the net proceeds from our Directory, the freight claims department and the scale inspection department; and we hope to be able to report at our next meeting greater receipts from the claims department and the scale inspection department. But while all this is valuable and good association work, it is not of the highest value to the entire membership, as legislation, both Federal and state, is of such importance as to justify some attention and expenditure of money.

Our attention has recently been called to some special matters pending before the Pure Food and Drug Bureau at Washington that needs prompt and continuous attention, and those who have given the matter thought have suggested the advisability of raising a special fund for proper use along lines that mean much for the membership generally, but outside of and in addition to the regular work and expenditures of the Association.

Arbitration.—But two cases have been filed for arbitration since our last report. One has been disposed of and the award paid; the other is now pending. In each of these cases only one party was a member of this Association, while in one the non-member was a member of the National Association. Again we see the value of Association work and its spirit reflected in the acts of those who for one cause or another fail to identify themselves with the Association.

Scale Inspection Department.—Some time ago we effected an arrangement with the Fairbanks-Morse Co. to inspect and test scales of our members at a reasonable price, it being our duty to procure the orders and collect the fees. This work resulted in orders enough to send a man out on two trips, and he inspected scales. Enough was accomplished to demonstrate the importance of the service and the necessity for a closer and more complete system. We have, therefore, made an arrangement with Chas. C. Hoffmann, a very thoroughly competent man, to take up the work and devote his whole time to it. He is now ready to begin.

In order to perform this service at prices indicated, viz.: For members, \$4 for the first, \$3 for the second and \$2.50 for the third and each subsequent pair of scales examined, and 50 cts. additional for non-members. It is necessary to cover the state systematically, whereby each town on a given line of road may be visited in regular order of travel. If special trips are necessary, entailing heavy expense, extra charge will be necessary to cover such extra expense. Now, this department will be beneficial to each of you in the exact proportion as you patronize it. Mr. Hoffman is in the corridor of this building at a desk ready to take your orders.

I wish to call your attention to a law that was enacted by the last legislature, which creates a state department of weights and measures. Dr. Barnard is the chief of the department. The law provides severe penalties upon any one maintaining scales that weigh incorrectly; and you will in time find inspectors from that department in your midst; so we beseech you to put your house in order.

President Ashpaugh appointed the following committee on resolutions: E. K. Sowash, Middletown; O. J. Thompson, Kokomo; Wm. Bosley, Milroy; J. S. Hazelrigg, Cambridge City; Fred M. Lindener, Valparaiso.

H. E. Richter of Cincinnati read a paper on the subject "Co-operation of Shipper and Receiver."

There was some discussion over the interest

\*This paper was prepared for the mid-winter meeting of the Indiana Grain Dealers' Ass'n, at Indianapolis, January 16, 1912, but the author was unexpectedly prevented from attending and reading the address, which is here presented by courtesy of the author and Sec'y C. B. Riley.



charge and weighing fee at the Cincinnati market, many of the Indiana shippers thought these fees excessive.

C. G. Egly of Berne offered a resolution condemning the rules that made the cost of handling grain so high at Cincinnati, which was referred to the committee on resolutions. Mr. Richter stated that they only wanted to be fair at Cincinnati and that the charges were only made in order to maintain their weighing department. He invited Secretary Riley to visit Cincinnati and look the situation over.

C. G. Watkins of Cleveland read a paper on "Conditioning and Grading Grain for Market."

After an address by John F. Courier, secretary of the Grain Dealers' National Association on the "Work of the National Association," the session adjourned.

#### JOINT MEETING OF MILLERS AND DEALERS.

President Ashbaugh called the joint meeting of millers and grain dealers to order at 2 p. m., and introduced W. L. Sparks, president of the Indiana Millers' Association, who expressed the satisfaction felt by the millers on the harmonious relations existing between the two associations.

A paper prepared by F. O. Paddock of Toledo, O., on the subject, "Evolution of the Grain and Milling Business in the United States," was read in Mr. Paddock's absence by J. F. Courcier.

C. E. Nichols of Lowell and J. T. Wellington of Anderson, discussed the paper and told of changes in the grain and milling business as they remembered them.

Prof. Geo. I. Christie of Purdue University spoke interestingly on "Points on Agriculture of Interest to Millers and Grain Dealers." On the question of yields he stated that the university had demonstrated an increase in yield of corn of 7½ bushels in the state during the past ten years over the ten previous years. The quality also was better. He commended the spirit of co-operation that brought the two associations together.

L. W. Forbell of New York read papers on "The Importance and Requirements of Export Grain Markets Compared With Interior Markets," and also on "Proper Execution and Endorsement of Bills of Lading."

Chas. B. Jenkins of Marion gave an address on "Proper Methods of Buying Grain." Mr. Jenkins emphasized the importance of standardization of grains and methods of buying them. The dealer should differentiate between the farmer who brought in grain in good condition and him who brought poor grain. He gave the following scale as his method for buying grain at his office:

Test wheat—	Value.
63 lbs.....	95
62 .....	94½
61 .....	94
60 .....	93½
59 No. 2.....	93
58½ .....	92½
58 .....	91½
57½ .....	91
57 .....	89½
56½ .....	87
56 .....	86
55½ .....	83½
55 .....	82½
54½ .....	78
54 .....	77

In closing Mr. Jenkins said if the dealer conscientiously enforced a fixed value between grades it would be best for all concerned.

E. H. Culver, chief inspector of the Toledo Produce Exchange, made an address on "Importance and Value of Uniformity of Grades of Grain in All Markets."

Chief Grain Inspector T. W. Harrison of Detroit addressed the meeting on "Importance and Value of Efficiency in Grading Grain in All Markets."

G. H. K. White of New York read a paper on "Importance and Value of Integrity in Grading of Grain in All Markets."

Edward Beatty of New York read a paper on the "Importance and Value of Stability of Grades."

Following a paper by J. E. Woodward of Indianapolis on "Why Indiana Grain Dealers Should Handle Indiana Flour," S. W. Strong, secretary of the Indiana Grain Dealers' Association, read a paper on "Buying Grain on Basis of Flat Grades."

O. J. Thompson of Frankfort, speaking on "Schedule A," said the discount should not be the same all the year. "Schedule A" was all right during March, April and May, but not for winter months. He hoped to see the time when discounts in all markets would be based on the moisture test.

J. V. Zartman, secretary of the Indiana Manufacturers' and Shippers' Association, read a paper on "Shippers and Carriers."

The report of the committee on resolutions was read by William Bosley and resolutions adopted as follows:

#### CROP IMPROVEMENT.

Whereas, The grower is a most important factor in the production of crops of large quantity and high quality and through him much can be done for improvement of the crops of Indiana, and

Whereas, There is now a farmers' organization known as the Indiana Corn Growers' Association which has for its objects the improvements of farm crops, be it

Resolved, That the Grain Dealers' Association and State Millers' Association take active steps looking towards co-operation with the Corn Growers' Association to bring about the very best possible conditions in the way of improvement of the crops as to yield and quality, cleaning and grading and the better saving and storing of same.

Resolved, That the President appoint a legislation committee of three to serve for one year.

#### GOOD ROADS.

Resolved, That we are aware of the value of good roads to our business; that we note with regret that Indiana is not keeping abreast of other states in the building of good roads; that we favor the systematic building and maintenance of roads under the supervision of the state; that we believe all road tax should be paid in cash; and that we favor a graduated automobile and vehicle tax for road purposes.

Whereas, This Association is supported by only about one-half of the grain dealers of the state and the work and accomplishments are of such broad and comprehensive character that all are benefited; and

Whereas, The highest degree of benefit and accomplishments is attainable only by more thorough co-operation and increased revenues; therefore, be it

Resolved, That a committee of seven be appointed by the President to be known as "Committee on Ways and Means" and that such committee be authorized to consider and formulate plans for increasing the membership and for increasing the revenue, as well as make recommendations generally for the advancement of the cause of the Association.

Resolved: That the committee be requested to make report in full or in part to this session; but should it fail to complete its work, for want of sufficient time, that they report to the board of managers, who are hereby authorized to receive, consider and act upon the report to the extent of approving and putting same into effect, or to reject or modify same.

#### PEACE TREATIES.

Whereas, The success of modern business, conducted as it is on a large scale, is largely conditional on the absence of war between nations; and

Whereas, The treaties of arbitration with Great Britain and France now pending before the United States Senate contain provisions not embodied in existing treaties and which would tend strongly to avert the outbreak of hostilities; therefore, be it

Resolved: That the Indiana Grain Dealers' and Indiana Millers' Associations urge the Senators from Indiana and the Senate as a body to support the treaties, either in the form submitted or without the omission of the last paragraph of Article 3, which provides that in the event of a disagreement of the signatory powers as to whether a given question is justifiable under the terms of the treaty, that question shall be left to a joint high commission.

#### NATIONAL ASSOCIATION ARBITRATION RULES.

Whereas, The Grain Dealers' National Association at its last annual meeting provided for a committee to revise, modify and amend the arbitration rules, to act in conjunction with the affiliated Associations; therefore, be it

Resolved: That a committee of three be appointed to represent this Association in this matter, and that they should report to the board of managers their action and recommendations; whereupon said Board shall have authority to approve, modify or reject the report, and its action shall be the action of the Association.

#### IN MEMORIAM.

Whereas: The Secretary has reported the death of three of our respected and highly valued members, to wit: Mr. Robert Hutchinson, of Arlington; Mr. Wm. Bassett, of Kirlin, and Mr. Matt Schnaible, of Lafayette; therefore be it

Resolved; That we hereby express to their families and friends our heartfelt sympathy in this their time of distress and grief.

Resolved: That this resolution be spread upon the records of our Association and a copy mailed to the families of the deceased.

#### THANKS TO SPEAKERS, ETC.

Resolved: That we hereby express our hearty appreciation and extend our thanks to the gentlemen who have so ably contributed to the success of our meeting by the splendid papers and addresses.

Resolved: That we hereby express our thanks to the Board of Trade management for the use of their Assembly Hall and for the universal good treatment that we have received while here.

The following resolutions were presented, but on motion, referred to the board of managers with power to act:

Whereas: The attention of the Indiana Grain Dealers' Association has been called to the rule of the Cincinnati Chamber of Commerce, known as the Auction consignment rule.

Resolved, That this Association heartily indorse this rule and hereby advise the Cincinnati Chamber of Commerce of our concurrence in it.

Whereas, The Cincinnati Chamber of Commerce has inaugurated a rule providing for the charging of interest on consignments or purchase of grain, known as Rule No. 1, which added to the already excessive charges now prevailing in that market makes the charges for the handling of grain double that of other markets and a hardship to the shipper; therefore, be it

Resolved: That we, Indiana Grain Dealers' Association, hereby protest against said additional charge and that the Secretary be instructed to send the Chamber of Commerce a copy of these resolutions.

President Ashbaugh appointed the following committees:

Ways and Means Committee—W. B. Foresman, Lafayette; P. E. Goodrich, Winchester; E. M. Wasmuth, Roanoke; H. H. Deam, Bluffton; T. A. Morrison, Kokomo; Leroy Urmston, Tipton; Paul Kuhn, Terre Haute.

Legislation Committee—A. E. Reynolds, Crawfordsville; T. A. Morrison, Kokomo; C. B. Riley, Indianapolis.

The meeting then adjourned sine die.

#### BANQUET.

A banquet was held in the evening at which Edgar H. Evans of Indianapolis presided as toastmaster, and they were addressed by State Senator Slack and ex-Vice-President Charles W. Fairbanks and a paper by J. C. F. Merrill of Chicago.

[For the "American Elevator and Grain Trade."]

#### THE VALUE OF HAY TO THE FARM.

BY L. C. BREED.

Notwithstanding the hay trade opposed the railroads in 1900 when they took hay out of the products of the sixth class and placed it in the fifth class, during the intervening time there has been a very sensible increase in the production of hay, although the acreage devoted to it in the United States has only been slightly enlarged. The point made by the returns covering production and farm value, seems to be that hay as a staple crop has not been adversely affected by the change in classification. Another point of interest, which the statistics of the Department of Agriculture would seem to indicate, is that while hay has ruled higher in price than in former years, it is not relatively as profitable to the producer as corn and wheat. This conclusion is based on the returns from Ohio, Indiana, Illinois and Michigan, covering a period of ten years.

Owing to the fact that grain and cotton are dealt in for future delivery, and thus both invite and admit of speculation, one hears through the press more about the market conditions affecting these commodities than about hay, notwithstanding the immense value of the hay crop. Doubtless another reason for this apparent disparagement of hay is the fact that only a part of the crop is turned directly into money, the consumption on the farm being very large. Of late a good deal of attention is being devoted to bringing about an improvement in respect to the quality of seed grain, and it would seem wise to consider also the matter of hay production, since, compared with Holland, Germany and France, in the United States far less attention is paid to the conditions governing the nutritive value of hay, though in some sections of the country there are scientific students of hay culture and curing. Not the least important point in hay production is that much of the crop comes from uplands which would not repay cultivation otherwise, and also from heavy and swampy land, which would require drainage before being available for other crops.

The silver cup of the Top-Notch Farmers' Club, offered by a publisher of a Topeka farm paper for the highest authenticated yield of wheat per measured acre, made with any Kansas crop in 1911, has been awarded to Carl Schlotthauer, living near Marion, in Marion County. An average of 59.12 bushels of wheat per acre was raised on nineteen measured acres.



## COUNCIL OF GRAIN EXCHANGES.

J. C. F. Merrill, elected president of the Council. Council refused to endorse a resolution designed to limit "wholesale" offers of grain in round lots.

Chicago Board of Trade asked to make the margin clause in cash contracts compulsory.

Committee authorized to investigate the matter of uniform standards for grain to be promulgated by the Federal government.

Crop Improvement Committee continued.

The above is the briefest possible summary of the proceedings of the third annual meeting of the Council of Grain Exchanges, held at Chicago on January 18 and 19; but it will be seen that the import of the meeting was more considerable than so brief a statement of the proceedings might seem to indicate.

When President H. N. Sager directed Sec'y J. Ralph Pickell to call the roll there were found to be present the following delegates:

Buffalo Corn Exchange—L. S. Churchill, F. A. McLellan, T. J. Stoffer.

Cairo Board of Trade—W. S. Powell.

Chicago Board of Trade—S. P. Arnot, J. J. Stream, Th. E. Cunningham, C. B. Pierce, J. C. Murray.

Detroit Board of Trade—Arthur S. Dumont.

Duluth Board of Trade—W. J. McCabe, M. L. Jenks, C. F. Macdonald.

Kansas City Board of Trade—Geo. H. Davis, Geo. A. Aylsworth.

Milwaukee Chamber of Commerce—P. P. Donahue, H. A. Plumb, W. M. Bell, E. G. Hadden.

Minneapolis Chamber of Commerce—C. A. Brown, C. A. Magnuson.

Omaha Grain Exchange—E. P. Peck, E. S. Westbrook.

New York Produce Exchange—E. Pfarrius, L. W. Forbell.

Peoria Board of Trade—A. G. Tyng, W. T. Cornellson.

Philadelphia Commercial Exchange—W. M. Richardson.

St. Louis Merchants' Exchange—N. L. Moffitt, J. L. Messmore, J. C. Fallis, Edw. M. Flesh.

Toledo Produce Exchange—F. I. King, H. L. Goemann, E. H. Culver.

St. Joseph Board of Trade—Frank Delany.

President Sager in his opening address said that during the year the San Francisco, Peoria, Wichita, St. Joseph, Cairo and Detroit exchanges had become members [and during the meeting Memphis, which had withdrawn under a misapprehension, was readmitted]. Having drawn attention to the objects of the Council and the economic and trade advantages it encourages and makes possible, Mr. Sager said:

You will have noticed in the purpose and objects of the Council which I read, many worthy subjects. To my mind two of those objects stand out as of prime importance. First, "to enlighten the general public as to the importance of the services rendered by the exchanges;" and secondly, "to obtain by affiliation those greater legitimate advantages unattainable by separate and local effort." In other words, intelligent publicity and earnest co-operation.

During the past year your officers have devoted themselves largely to these two objects. We have recognized, as every man in the grain trade well knows, that as an outgrowth of misrepresentation and misinformation, or lack of information, the general public at large has a very imperfect, and in many, many cases, very incorrect impression of the exchanges, why we exist, what we are doing.

I can scarcely speak too highly of the devotion with which Secretary Pickell has addressed himself to the work of creating for the exchanges more favorable public sentiment, by reason of disseminating correct information regarding the exchanges, by personal addresses before educational and industrial and economic societies, by letters and very largely by articles in the public press, which have been reprinted from one end of the country to the other.

The other object to which we have addressed ourselves, largely co-operation, accomplishing by team work what would be impossible by individual effort, is perhaps best illustrated by the activities of the Crop Improvement Committee. The work of that committee would have been absolutely impossible for any one exchange. It is country-wide in its scope.

These activities of the exchanges that I have just mentioned, educational and crop improvement, are, of course, broad and general in their character, and it is difficult to put your finger on an object attained and say, "this is what we have done." We must of necessity, in such broad and general work, look to the future to justify the labor and expense involved, and those who have been closest in touch with the work believe that the verdict will be favorable.

It is much easier to point to concrete examples of helpfulness that the grain exchanges are bringing about through this Council, in relation to specific trade rules. They are not so interesting, perhaps, to the general public, but they are of importance to us. I think, for instance, the anti-corner rule that was passed by the Chicago Board of Trade during the last year, was brought about in very large measure by the action taken at this Council a year

ago. I know positively that the improvement in our statistical reports, whereby the amount of grain stored in Chicago elevators is included in the reports, was brought about entirely through the efforts of your committee on statistics, of which Mr. King is chairman.

Another rule that I am very confident is about to be passed by the Board of Trade of Chicago . . . in response to the request of this Council [is] the matter of bringing about uniformity in the time for shipments specified in contracts, where grain is sold for future shipment.

Sec'y Pickell's report was quite lengthy and of more interest to the exchanges than to the general public. Work has been directed along the lines noted by President Sager. It appeared, however, that the Philadelphia Commercial Exchange had withdrawn its membership, but it was hoped a more liberal administration to be elected on January 30 might reconsider this action.

The report said further (among other things):

The specific measures in which this Council has been most active during the past year may be classified as follows: Crop Improvement, Publicity, Uniform Statistics, Uniform Grading of Grain, The Regulation of Traveling Men, A Credit Association, The Hall-Baker Grain Company Case, Uniform Bills of Lading.

[For the Crop Improvement Committee] President Sager asked for contributions aggregating \$6,700, and the exchanges responded by appropriating \$5,350, which was collected by the treasurer and placed to the credit of the committee. The June meeting authorized the expenditure of any sum collected in excess of the \$5,000. The aggressive secretary of the committee would long ago have been stranded if he had not been able to raise a sufficient sum of money to maintain his committee after the appropriation of the Council had been consumed. The actual amount of money which has been collected for crop improvement during the past year has been \$9,653.32, and the amount of money spent during the year amounts to \$8,499.48 up to January 10, leaving on hand in the Crop Improvement Fund \$1,153.84. In addition to the funds which have been collected for crop improvement Committee work, grain merchants, brewers, millers and other commercial organizations have pledged to pay the committee sums aggregating \$5,615 in 1912, and \$5,590 in 1913, or a total of \$11,205. It [may be said] that Secretary Ball's report will show that interests outside of the exchanges have appropriated more than the exchanges themselves for crop improvement, although Secretary Ball has continued his propaganda under the direction of the Council, according to the resolution which was adopted at the Milwaukee meeting.

The funds of your Council have been expended after each voucher has been approved by your President and Secretary and after each check had been signed by your Treasurer and President. The total amount of funds collected for Council work during the past year from dues, special appropriations for Crop Improvement work and other sources amounts to \$13,667.28. Of this amount \$3,513.70 has been expended in the general work of the Council and \$8,499.48 has been expended in Crop Improvement work, leaving a total of \$1,654.10 in the treasury of your Council, or \$500.26 in the General Fund and \$1,153.84 in the Crop Improvement Fund.

The reports were approved, and that of Treasurer Richardson of Philadelphia, at his request, referred to an auditing committee.

## COMMITTEE ON STATISTICS.

Chairman Frank I. King of Toledo then made the following report for the committee on statistics, which was approved:

This is a chronic kickers' age. Discontent exists. Ills, imaginary and real, are exaggerated. Cranks appear like wise philosophers. Newspapers which kick the loudest have the largest circulation. Political outlook is uncertain. General business hesitations. Some radical reforms are desirable. Grain trade is not perfect. The mission of this Council is to improve and to secure uniform rules, grades and results in the different markets. Contract grades should be like Caesar's wife—above suspicion.

Your committee on statistics has accomplished nothing since your last meeting. An attempt was made to get the expert crop statisticians, national, state and private, together in a meeting to improve the crop reports. Some of the leaders could not attend, others thought it inopportune, so no attempt was made to secure funds for such a gathering.

## THE BILL OF LADING.

Chairman Chas. England of Baltimore, of the bill of lading committee, being absent but reporting informally that nothing had or could have been done thereanent, Transportation Manager W. M. Hopkins of Chicago made the following statement:

Mr. President and gentlemen: I want to state on this bill of lading matter, that although I am a member of the committee we have had no meeting. I want to say this so it will go into the record, that I am expressing my own views only and not necessarily the views of the committee.

There is no doubt that we can get a better bill of lading than we have if you want it; if the best interests of the country crystallize and insist upon a better, safer and saner document than you have, you will get it; you won't get it otherwise. Legislatures are perfectly willing to join in giving you a law on which a bill of lading may be based; but

they won't pass such a law unless you tell them what you want, why you want it, and insist upon having it.

That is not a new thought; it is present in all reforms. Our present bill of lading is the outcome of conferences between the business interests; in which the grain exchanges were present, and the railways and the Interstate Commerce Commission. Nobody got the document he wanted; it is defective, but it is better than a variety of documents that preceded it, because it at least has the merit of uniformity.

The Interstate Commerce Commission has not the power to promulgate a bill of lading. If it had the power to make a bill of lading it would not be of much practical value to you, because it would apply only to interstate traffic and not to intra-state traffic. What the business interests of the country want, as I see it, is a bill of lading in two forms.

The difficulty in securing a proper B/L lies in the fact that the laws governing the liability of carriers and the rights of the holder of a bill of lading are not uniform in the different states. Therefore, your efforts should be directed—

1st: Towards securing a national law upon which a bill of lading may be drawn.

2d: When such national legislation is passed, its adoption by each state should be vigorously urged.

3rd: As soon as the national legislation is had, you should present to the Interstate Commerce Commission the form of the bill of lading which you desire adopted, based upon the national law.

4th: Each state commission should be urged to adopt the bill of lading when promulgated by the Interstate Commerce Commission, so that finally you will secure the kind of B/L that is desired, which shall be applicable alike on state and interstate traffic.

In the prosecution of this work your committee should co-operate with the National Industrial Traffic League, the Bankers' Association and the Bar Association. The interests of these different organizations should be brought into harmony so that we may unite in advocating the same provisions and secure the united strength of all interests in getting the needed legislation. Your committee should furthermore be instructed to follow up the work before the Interstate Commerce Commission as to the form of the bill of lading as soon as national legislation is had.

The railways will not adopt any B/L not endorsed by the Interstate Commerce Commission and we should advocate before the Commission the simplest form of B/L consistent with its essential requirements. Aside from clearly defining the liability of the carriers, it should contain in its written or printed terms: Date of issue; the name of the shipper of the goods; the place where received; the place to which the goods are to be transported; statement whether such goods are to be delivered to a specified party or to the order of a specified party; description of the goods; the signature of the issuing agent in writing under the name of the initial carrier; official stamp showing time and place of issuance of such bill of lading; and other features that might tend to show the validity of such bill of lading and to prevent fraud in its use.

In the debate which followed, Mr. Magnuson of Minneapolis among other things said:

I think this is a matter of as vital importance to the grain trade as any other question that can come up at this meeting, in one particular, and that one particular only I am going to speak of; that is that there is now in the present uniform bill of lading a clause which defines the price of a commodity, if the commodity is destroyed while in the hands of a railway company and that fixed price is based on the date of the bill of lading. In other words if a car of flax is loaded at a shipping point in North Dakota on the 10th of January and that flax is worth two dollars per bushel in Duluth, that car may be destroyed in a wreck on the 20th day of January. The owner of the flax may not be notified of the loss until the 30th of January. In the meantime the price of flax in Duluth may have advanced from \$2 per bushel to \$2.50 per bushel. The flax may have been sold to arrive in Duluth within the twenty day limit, which would be the 30th of January, and the railway company could take the position that that flax was destroyed by them and would be paid for only on the basis of the price of January 10th, which is \$2 per bushel. The only recourse of the shipper would be, on the 30th of January to buy in the market at Duluth, a carload of flax to replace that sold to fill his sale, and he would have to pay \$2.50 per bushel to fill his contract and he would only get from the railroad company \$2.00 per bushel for the loss of that car.

That is the present status of the present bill of lading. It is absolutely wrong in theory; it is wrong in principle; there is no justice in it. There is no way in which the railway companies can justify themselves for taking that view of the case, and certainly nothing should appear in the bill of lading that would entail any such loss on the part of the shipper. You may say it might be the reverse and that the price of the commodity on the 10th of January would be \$2.50 and the price to cover it on the 30th of January would be \$2.00, and that the shipper would have no more right to gain the fifty cents per bushel by the destruction of his car than to lose the fifty cents per bushel by the destruction of his car. What he wants is the flax to deliver to the party to whom he has sold it.

But that is not all. By the methods of the present bill of lading the railway company will receive a claim on a car of grain that has been destroyed and if the price is less at the time that the loss is discovered, in nine cases out of ten the bill or claim will be made on the basis of the price at the time the loss was discovered and the railway company will pay it. If the price is higher at the time the loss is discovered, the railway company, on the basis of



their bill of lading, will refuse to pay it. Consequently, it becomes a jug-handled arrangement with the handle all on one side, and the railway company has the handle.

I think it would be well that this matter should be referred to a committee and that the committee should have a full understanding of that matter, so that whatever is done will be through the common law practice of paying the damage that the shipment sustains, or the elimination from the bill of lading of anything that will curtail the measure of damage that the roads would have to pay for the destruction of the property, and make the measure of damages such as will conform to the actual damages sustained by the shipper.

Mr. Hopkins said that this matter would not be lost sight of; and

My recommendation contemplated this: There is a bill pending in Congress, introduced by Mr. Adamson, a Democratic member, which is a bill of lading bill. Now, I believe that this Council ought to instruct its bill of lading committee to appear before the Interstate Commerce Commission, committee of the House, when the hearings on that bill are held, and advocate the adoption of that bill, with such amendments as may seem necessary to the committee. That is the procedure which the National Industrial Traffic League, co-operating with the Bankers' Association and Bar Association, will take. Now, it seems to me that this Council of Grain Exchanges should co-operate with these other associations in advocating the adoption of this bill, as amended, upon which the bill of lading may be improved, and the same procedure should be gone through with the senate committee when the bill goes before the Senate.

On motion of Mr. Arnot, amended by Mr. Goemann, the committee was instructed to take such action as Mr. Hopkins had recommended and that the members thereof attend in person the hearings referred to when held.

The committee was further authorized to call on the affiliated exchanges for assistance in any way the committee might see fit, the mover (Mr. Magnuson) contemplating that the exchanges might appoint committees of their own to proceed to Washington.

Adjourned for lunch.

#### AFTERNOON—FIRST DAY.

The first item on the afternoon program was the report of the committee on "circular of instructions regarding bills of lading," by Mr. Forbell of New York, as follows:

At the time this committee was appointed it was thought that a circular of instructions to railroads and shippers, pointing out the many irregularities that existed in bills of lading would of itself be sufficient to educate them to a point where the annoyances occasioned would be largely reduced; but having given the subject much thought during the intervening months, your committee has been forced to the conclusion that such a circular would afford only temporary relief and would prove utterly inadequate as a means of eliminating the trouble.

We have examined numerous forms of instructions to agents issued by the roads, all of which seem to be explicit, but their non-observance by agents leads us to believe that any circular promulgated by commercial bodies would be quite as ineffective.

If the railroads would enforce their own instructions to agents, the greater part of the trouble would be at an end, but there is ample evidence in the mass of irregular ladings issued daily, of their utter indifference as to whether a shipper receives an "order bill of lading" that as a negotiable document, is worth the paper it is written upon.

It is quite apparent that until recently its legality has been of small concern to them. In this respect they have had a rude awakening, as is instanced by court decisions against them in New York state, where they have been declared liable in large sums for the acts of their agents.

This no doubt will result in the exercise of more caution on their part and serve to prevent the issuance of ladings against which no property exists, but it does not do away with the numerous irregularities, such as a common practice of changing the date, car numbers and other items in the body of ladings, all of which is repeatedly done without the changes being certified to in ink by the agent who usually makes those changes.

Such documents are held in great distrust by financial institutions, so that in the East and particularly in the case of the New York banks they are invariably thrown out of loans and cause great inconvenience to the holders because of their non-negotiable character.

Rubber stamp signatures by agents and signatures initialed with no authority shown can easily be disclaimed in court to the financial loss of the holder.

Many other irregularities with which you all are doubtless familiar could be cited, but the above are in themselves sufficient to support our contention that something drastic is needed to safeguard the banker and merchant in the conduct of his business.

The country banks and banks at important Western centers are largely at fault for the continuation of these practices through advancing money to shippers without first examining the ladings presented and insisting that they be in perfect order, not only in form, but containing proper endorsements, the lack of which is also a cause of serious complaint.

The adoption of the Adamson bill or other bills now before Congress would no doubt give us a better bill of lading, yet it is the faulty execution of such documents that must be corrected. To this end we believe that if the aid of the American Bankers' Association could be secured it would prove to be the most powerful influence that could be exerted at the present time to ameliorate prevailing conditions. We believe that efforts in this direction should be made. Should the relief sought through that channel prove insufficient, our only recourse seems to be that of national legislation in the form of a bill making it a misdemeanor for a railroad to issue an irregular "order bill of lading," and compel railroads to establish bureaus where ladings shall be signed in ink and officially stamped and recorded. In effect there should be established a clearing house for bills of lading. It may seem like a large task, but it seems most necessary.

Through this means merchants will then receive the protection so necessary to the safe conduct of business and compel the railroads to assume a responsibility which is rightfully theirs. Therefore we urge the Council, through its officers, to take up this question, first through the American Bankers' Association, and should the suggestion relating to national legislation be favorably received, to have prepared a bill under proper legal advice, designed to safeguard this most important of documents and urge its passage upon Congress.

The usual perfunctory motion was made to "accept and place on file, but Mr. Forbell protested against "such summary smothering of the subject," which, he said, demanded action. "What we need," he urged, "is to have some plan evolved whereby the annoyances to which we are now subject shall be either altogether eliminated or partially so." It was then proposed to refer the report to the bill of lading committee to take up as part of their work before Congress; but Mr. Frank I. King said:

Mr. President, it occurs to me we could get life into some of his suggestions without waiting for that bill to be approved by Congress and the state legislatures afterwards. There are a lot of minor details, such as signatures and matters of that kind, which this association could attend to direct and not wait for Congress to act. I think we could get together and get some results without waiting for the passage of that law. I think that is what we are organized for, not merely to wait. We have got to create sentiment and get results, and I think this a good time to start on his suggestions.

Mr. McCabe: Mr. President, the item in regard to different forms of bills of lading that seem to be in the possession of the railroad agents would come in this line of general instructions. We have a rather peculiar instance that took place among ourselves two or three months ago, when we paid a draft on what was at first supposed to be a bill of lading, and it turned out to be just a memorandum for a bill of lading. When brought to my attention I said, "The party who has made that draft has made a mistake and sent it simply in error, and we will get possession of the car all right, and it will be all right to pay the draft." About three days afterwards we had another draft presented from the same party on a bill of lading for the same car; this was the right bill of lading and we were compelled to pay the draft on the second bill of lading to protect ourselves. I just mention that as bearing out what Mr. Forbell was saying, that there seems to be a mass of stuff in the hands of certain railroad agents that has no right to be there. I do not see that a memorandum for a bill of lading needs to be in existence; because unless a person is unusually vigilant and constantly on the lookout for these things it would pass, because it is the same size, and the reading, everything that you look at, would be very similar to the ordinary bill of lading.

Mr. Messmore: Might it not be a good idea to suggest to the railroad companies that they have their bills of lading printed in book form with a stub attached, like a checkbook, and each bill of lading consecutively numbered, and then only issued on application by the shipper for a bill of lading? In that way they would not be thrown around indiscriminately in everybody's hands.

Mr. Forbell: I will speak again on this subject. Mr. Messmore seems to think that the bill of lading committee of this Council will have charge of the making of the recommendations to the congressional committees, in reference to the passing of a bill of lading bill. He seems to think that that will cover it. Now the fault is not with any bill of lading that is in existence now or that may be promulgated hereafter; it is in the faulty execution of bills of lading and the lack of proper endorsements; and no matter how perfect a bill of lading Congress may give you, the same trouble will exist with every improper bill of lading that is issued through the faults that have been pointed out and many others; they will exist in any new bill of lading. But we must correct this. We must make it impossible for an irregular bill of lading to be issued. The body of your bill of lading, its terms and conditions, might be very fair to shippers and railroads alike, but all of that is nullified if you are compelled to handle a bill of lading that is not a negotiable piece of paper. And the committee's idea in recommending co-operation or trying to secure co-operation of the American Bankers' Association is a good one. They could, through their connections all over the length and breadth of this land, accomplish a great deal of good. They could pass resolutions and they could circularize the banking interests throughout the country, warning them against accepting such documents and advancing money on them. The country banks and, I regret to say, banks in important centers, like Chicago, Toledo and other large market centers, accept these bills of lading and they

are passed on and they are largely taken care of on the reputation of the shipper alone, and one does not wish to "turn them down." I am speaking particularly of consignment business; but where an exporter or a merchant is purchasing grain to arrive and receives these documents, it has gotten so now that he will turn them down. In fact, the grain committee of the New York Produce Exchange has ruled that faulty endorsements are sufficient cause to turn down bills of lading.

Now we wish to see these faults corrected and we must get at it in some way. If the railroads are going to allow bills of lading to be signed by a rubber stamp by an agent or with a rubber stamp and initials, that is no authority whatever, and that practice must be stopped, as well as the erasure of car numbers and substitution of other figures. It is all irregular; and I am informed by the counsel of one of the largest banks in New York such a bill of lading is absolutely illegal and the railroad could not be held liable for it in any court, in no matter what state. That is the reason I urge action today, first, through the American Bankers' Association, who can do us a great deal of good; but what is primarily needed is a national law which will make it a misdemeanor for railroads to issue such bills of lading. The endorsement of it can be attended to afterwards; the banks can attend to that.

The matter was referred to the bill of lading committee to confer with the Bankers' Association, etc.

#### INTERMARKET AGREEMENT COMMITTEE.

The report of the intermarket agreement committee being next in order, Mr. Goemann, chairman, reported as follows:

The secretary in his report calls attention to the work of the committee, and I presume that every delegate here has received a copy of the circular letter which was sent out on December 8, containing the recommendations of the committee.

I regret to say that the adoption of the rules recommended has not been universal, only a few of the exchanges having adopted them, and those only in part. The Baltimore Chamber of Commerce, St. Louis Merchants' Exchange, Minneapolis Chamber of Commerce, Omaha Grain Exchange, Peoria Board of Trade, Kansas City Board of Trade, Wichita Board of Trade, Duluth Board of Trade, San Francisco Chamber of Commerce and Toledo Produce Exchange have adopted the "calendar days." Omaha, Kansas City, St. Louis and Toledo, I believe, are the exchanges which have adopted the recommendations of the committee as to margin clause and shipping time, and Toledo has also accepted the arbitration clause as well as the margin clause and the calendar days.

Mr. President Sager this morning spoke of the work of the committee in Chicago and of conferences held by our president, secretary and myself with President Merrill and members of the Chicago Board of Trade, urging that the rules suggested by the committee be posted and voted upon. While they have posted "calendar days" for adoption by the membership, I do not believe that goes far enough. While it may be true that they could not carry the margin clause and arbitration feature on the Board with the "calendar days," I believe you should pass a resolution requesting the Chicago Board of Trade today that they also put before their membership both the "margin clause" and the "arbitration features," as recommended in this report of the committee.

To my mind the margin clause is the most important thing before the cash grain trade today. If you want to improve the cash grain trade, the margin clause and the arbitration feature should be adopted by every exchange. The arbitration feature is covered in a way by the rules of this Council, but is not compulsory; you cannot compel a member to arbitrate under these rules. It simply creates an avenue for arbitration. They agree to arbitrate for you if you are willing, but it takes both parties to the transaction to agree to arbitrate; and that condition is not satisfactory. If all the constituent members of the Council will pass uniform rules compelling arbitration among its members and those who deal with them, then you would get arbitration; but at present it is an indefinite thing. One man may want arbitration and the other may not; it is purely optional. Now, if you can compel people to live up to the other rules of your exchanges, why not make the arbitration feature one of your rules? If there is an honest difference of opinion it can then be disposed of by arbitration. Make that rule as binding as any other rule you have. And I hope we will pass such a rule as that.

Mr. Goemann moved the adoption of the recommendations made, promising that, "If Chicago will adopt these rules the other exchanges will follow."

Mr. Richardson of Philadelphia said his exchange would positively not follow as to the margin clause, nor would its members arbitrate in the West differences arising in trades made in a Western market.

Mr. Peck of Omaha reminded Mr. Richardson that the demanding of a margin were that clause incorporated in a contract is not compulsory but a privilege that may be exercised by either or both parties thereto; and President Sager added:

I think the position taken by Mr. Peck is absolutely correct, and Mr. Goemann will correct me if I am not right in stating the proposition. We all have in our exchanges rules covering the calling of margins on speculative future contracts. "A" has, under the rules, the right, if he so elects, to call



upon "B" to put up in escrow a sufficient deposit to protect "A" against fluctuations in the market; but "A" is not compelled to exercise that privilege. He simply has an opportunity to do so if in his judgment it is necessary to protect his interests; and if I am right in my understanding of the proposed rule, it merely means to apply to cash transactions the same privilege of calling margins, if desired, as now obtain in future transactions. Is that correct, Mr. Goemann?

Mr. Goemann: Yes, with this addition, that unless you put it in the contract at the time you make the contract you cannot change the conditions; and, therefore, the only compulsory part is inserting it in the contract; then it can be used or not, in the discretion of the parties. It says so very plainly. Let me read it:

"We also recommend that each market pass a rule making it compulsory for its members to insert in all contracts a margin clause covering cash grain transactions for future shipment, which will permit the calling of margins if so desired by either party to the contract, the same to be compulsory only as to being inserted in the contract, the purpose of this being to accord the contractors of grain for future shipment the same privileges as to the calling of margins that are accorded to contractors of grain for future delivery in the future markets, the exercise of said privilege being entirely optional in either case."

I don't know how anything could be worded more clearly. It is optional, but you must insert the option in the contract at the time the contract is made.

It appeared in the debate that St. Louis, Kansas City, Omaha and Toledo insert the option in their contracts. Mr. Peck said that at Omaha it has been working for a year very successfully.

Both motions by Mr. Goemann were carried, Philadelphia alone voting no as to the margin clause.

On motion of Mr. Richardson the chair was directed to appoint a nominating committee. The chair named Messrs. Arnot of Chicago, Magnuson of Minneapolis and Forhell of New York.

#### CROP IMPROVEMENT.

Mr. Murray of Chicago then introduced Mr. Bert Ball, secretary of the Crop Improvement Committee, to make the report of that committee, of which Mr. Murray is chairman. Mr. Ball's report was very long and comprehensive and evidenced an enormous amount of most interesting work done. Much of this at the start was necessarily tentative; but the committee now seems to have settled down upon the "county unit" plan, that is, one to unify and harmonize all the forces at work in a given county, first making a county diagnosis to learn what is lacking in method and normal results and what forces are at work to better conditions and then to bring these forces together for "team work." The leaders are first picked out, an analysis of local conditions made, the workers brought together and a spirit of emulation created wherever possible—among individuals and among counties. The plan further contemplates an expert agriculturist in each county to be paid by Congress, the state or the county. [It might be remarked here that this is the plan of Howard H. Gross's Soil Fraternity League which is now endeavoring to get Congress to appropriate money for this purpose—a million a year to get started and then ten millions annually to keep it up.] Quite a number of counties, Mr. Ball reports, are now organized on his plan and at work with most encouraging results in the Northwest, in Missouri, Illinois, Pennsylvania, etc., and others are coming into line almost daily.

Mr. Murray, chairman of the Committee, added many details to Mr. Ball's report, and in concluding his remarks said:

This work of Mr. Ball has had a very beneficial effect in changing the sentiment wherever we have had a chance to operate up to the present time. I think it is pretty conclusive evidence that they call him up on the telephone and ask him to come out and address them, send him letters asking him to make suggestions as to how they should commence work, what they should do, what steps they should take to commence operations for better seeds, better farming. We have lots of that kind of letters; almost every day we receive them from Maine to San Francisco, Montana to Texas. Scarcely a day passes but some letter comes from some remote point, asking for suggestions in connection with crop improvement. Of course it is all carried on under the name of the Crop Improvement Committee of the Council of Grain Exchanges.

Our recommendation is, if the Council can see its way to do so, to put this Committee in position to carry on this work without assistance or outside help. During the last year, at the February meeting, the Council's assessment against the different members of the exchanges was \$5,350. I stated at that original meeting that I would undertake to see

that sufficient money was raised, aside from the Council, to carry the work for the first year. The assessment then relieved the Committee and helped the work a great deal. In my judgment now the Council should undertake to provide the funds necessary for the carrying on of the work of Mr. Ball. In consideration of the work accomplished it certainly is a very small sum—very small indeed. The grain men, I think, ought to assist in putting back something of what they are taking, and I think this is one of the best ways in which they can do something for the future.

After a full discussion of the Committee's report, Mr. Murray offered the following resolution: "In submitting the report the Crop Improvement Committee recommends that the Council appoint a committee to arrange for the necessary funds for the continuation of the crop improvement work for the coming year." The motion was unanimously carried.

#### ON EXCHANGE PUBLICITY.

The report of the Committee on Publicity was represented by J. C. F. Merrill, who said in part:

Publicity is a broad question, large in all its features. It is only another way of bringing about public education, and to educate the public generally throughout the United States is not a small task.

The farmers, we have found by communication with many, very many, of the agricultural papers, very generally hold ideas inimical to the exchanges.

Therefore our efforts have been directed largely towards educating the farmer, and to do that we have to do it occasionally through the agricultural press.

The education lies along the line, first, of the exchanges being useful in their general functions as market places for grain, as places establishing values due to competition; also the speculative value, the hedging value (the speculative value I refer to is the thing that takes up the slack on the violent changes of values, or making it less violent). All of these features have to be attended to, and of course have been in a measure. There are others that should be given attention.

Mr. Messmore moved that the report of the committee he received and the committee he requested to continue their good work. This was unanimously carried; and on motion of Mr. Merrill, an appropriation of \$500 was made to carry on the work of the committee, with the understanding that if more is needed the question can be taken up at the midsummer meeting for an additional appropriation.

Adjourned for the day.

#### SECOND DAY—MORNING SESSION.

President Sager opened the second day's proceedings by calling for the report of the nominating committee. Thereupon Mr. Arnot made a report to the effect that the committee saw no reason to make any change in the corps of officers, except in two instances, and these only because the parties declined to serve another year. In the place of Mr. Sager, at the head of the list, who declined to serve longer, the committee submitted the name of J. C. F. Merrill of Chicago, and on the executive committee, in place of J. R. Marfield of Minneapolis (whose home duties as president of the Minneapolis Chamber of Commerce he stated require all of his time), they submitted the name of Mr. C. A. Brown. The list included the name of Mr. Richardson as treasurer.

On motion of Mr. Stream of Chicago the secretary was instructed to cast a ballot in accordance with the suggestion of the nominating committee. This was done, and the chair declared the officers named elected for the coming year.

On motion of Mr. Arnot, the Committee on Crop Improvement was continued, with J. C. Murray, the present chairman, in the chair for the coming year, and the direction that the chairman and the president of the Council select the other members of the Committee, and have authority to employ a secretary.

Thereafter the president announced that Mr. E. Pfarrius of New York would favor the Council with an address on "Farming and Rainfall" and introduced Mr. Pfarrius, who made an interesting address, the keynote of which was the following inscription immediately within the entrance to the new public library of New York City: "ON THE DIFFUSION OF EDUCATION AMONG THE PEOPLE REST THE PRESERVATION AND PERPETUATION OF OUR FREE INSTITUTIONS."

The address was an able and convincing plea for better farming and larger crops.

Mr. Pfarrius after citing European experience in agricultural education turned to the rain problem, dwelling somewhat on methods of forcing rain in periods of drought, and concluded that the evidence obtainable of the results of attempts along that line are not encouraging. He closed his address as follows:

You see, gentlemen, progress, if any, to solve the rain problem will be slow, though remarkable inventions have been made in other respects within our lifetime; therefore we as well as all farmers and land owners must make up our mind only to deal with things before us and to emphasize the necessity to save as much as in our power any rain and its surplus from the rainy and snowy times until in dry season we may need it for our own as well as agrarian and industrial sustenance. It must be the duty and must be left to the ingenuity of every state and individual to find out ways to stop waste and conserve rain water according to locality and varied soil conditions by planting trees, by constructing reservoirs, ditches, dams, underground receptacles, tanks, overhead tanks, artesian wells with windmills or gasoline pumps, hydraulic rams, or by use of hydraulic rams in streams, by piping, etc., and not to forget the importance of dry farming; i. e., to prevent evaporation of moisture in the soil by keeping the surface well pulverized.

At the close of Mr. Pfarrius's address President Sager extended to him the thanks of the Council for the pleasure and profit they had received from his address, and then introduced C. A. Magnuson of Minneapolis, who addressed the Council on "Conserving Trades in Grain Futures."

#### LIMITING TRADING OFFERS.

The idea of conservation in the mind of the speaker was that which should obtain by removing from grain exchange practice all features to which public objection might be made, justly or unjustly. The text was the recent offers on the Chicago Board of large round lots of wheat (100,000 bus. more or less), acceptances to be only for the round lot offered. Among other things Mr. Magnuson said:

In the Minneapolis Chamber of Commerce we have the following rule by which that exchange is bound and consequently the traders in it:

"Resolved, That offers to buy or sell large quantities of grain or seeds for future delivery, with the limitation of requiring the buyer or seller to purchase or sell the entire amount offered, is not permissible and is hereby forbidden. All such bids or offers to buy or sell grain or seeds must be open for acceptance by any member, in lots of five thousand bushels or multiples thereof."

The spirit of this order is that pit trading shall be open and free, and that our market shall maintain the full breadth and fairness for all for which it is noted.

It is very fitting, I think, that the Council of Grain Exchanges work for and procure a method whereby adverse criticism can be eliminated; and I am satisfied that it will be for the benefit of the exchanges, and by reason of its being a benefit to the exchanges will benefit all members. I therefore offer the following resolution:

Resolved, That it be the sense of the delegates to the Council of Grain Exchanges that all exchanges should adopt a rule that would accomplish the same purpose as the rule quoted by the Minneapolis Chamber of Commerce in relation to trading in grain futures, and that the Council of Grain Exchanges, through its officers, be requested to present the matter to the several grain exchanges in this country, and use its best efforts to have the necessary rule passed to this effect, where such rule is not already in effect.

The resolution was well debated, in the course of which it appeared that Toledo has a rule similar to that of Minneapolis. Mr. Davis of Kansas City thought the unit too low—should be 10,000 bus. St. Louis permits such offers to be made but does not quote the price named. On the whole, however, the view of C. B. Pierce of Chicago prevailed, that there are occasions when such offers are a necessity or are commercially desirable and justifiable and any rule, such as proposed, would certainly have the effect of restricting trading, which is always objectionable on public exchanges, where trading must be unlimited in scope, if the exchanges are to perform their functions. This view in substance was concurred in by Messrs. Arnot, Pfarrius, King, Messmore, Churchill, etc., and on motion of Mr. Dumont of Detroit the resolution was laid on the table.

#### THE QUESTION OF GRAIN STANDARDS.

The program calling at this point for a discussion of the subject of "Uniform Grading of Grain," the chair recognized Mr. Goemann, who said:

Mr. President, I am not really prepared to discuss the uniform grading of grain. I have been very much interested in the question for a great many years, and I started the agitation for that when I was president of the Grain Dealers' National Asso-



ciation. That association has secured the adoption of the rules covering the grading of grain by practically every exchange in the country, and the grading is done but not uniformly; they have a uniform phraseology, but they have no uniform standards. Now, the question arises whether uniform grading of grain is simply having a uniform phraseology or whether we should go still further and see if we can establish standards, so as to get a uniform grading as well as a uniform phraseology; and if this Council thinks it wise to recommend that some system be worked out by these various exchanges that are members of this Council, and that a committee be appointed to establish uniform grades for the guidance of the inspectors in these various markets, I think that would be the proper discussion of this uniform grading question. I do not think we can gain anything by an argument for uniform grades. We have the phraseology; that is established in every market in this country; that is recommended by the Grain Dealers' National Association. That is as far as we go. Now every inspector of grades of grain uses his own judgment, and no two men's judgment is alike. But to take a further step in the matter, we would have to recommend, in my judgment, that a committee be named who would pass upon and establish standards for the guidance of the inspectors of the different markets.

The President: The chair is of the opinion that the question which was submitted for discussion is the outgrowth of the feeling that we are not getting uniform grading, although based upon uniform phraseology.

Mr. Goemann: That is certainly correct.

The President: And that we should go still further and see that we get the results contemplated when the uniform description of grades was adopted; and I would invite discussion along that line.

Mr. Culver: I have been interested in uniform grades of grain for the last fourteen years—the adoption of uniform grades. The Uniform Grades have been adopted by twenty-six exchanges, three states, the Millers' National Federation, the Fraternity of Operative Millers, Indiana, Ohio, Illinois, Kansas, and Michigan millers' associations, and by all of the agricultural colleges east of the Rocky Mountains. The Uniform Grade Rules book is used as a primer in the agricultural colleges to teach not only the farmer boy what is necessary for better grain and how it should grade in the markets, but to teach the city chap also. I am sorry to say that the reason we do not bring about uniformity sooner is the system under which most of the markets work. For instance, Chicago will not tolerate cleaning in any of her public houses. Take Chicago wheat properly cleaned and it would be on a basis with Toledo wheat; take Chicago wheat and clean it and it would be on a basis with New York wheat. Another system Chicago has, which is not the fault of the inspection department but of the members of the Chicago Board, is the use of the pruning system. For instance, there is the top, middle and bottom of the grade of No. 2 red wheat. The top and middle are pruned out and sold on the sample table and the car that is the bottom of the grade goes in the elevators; and this allows the scalping houses to take the two better cars of the top of the No. 2 grade and mix a couple of cars of choice No. 3 wheat with them and still be in the line of No. 2 wheat, instead of putting them all together and making an average. The consequence is that that lowers the Chicago standard below that of the rest of the cities that have a cleaning system. You can take the majority part of the wheat that arrived here last year, 90 per cent of it graded No. 2. It does not trim up with New York wheat. It does not trim up with Toledo wheat; and it does not trim up with Detroit wheat, simply on account of your lack of a cleaning system and your pruning system. Notwithstanding that fact Chicago has No. 2 wheat; Toledo has No. 2 wheat. This is the reason for the differences—for the variation in the prices; or, in other words, the "premium" on Toledo wheat, Buffalo wheat, New York wheat. It is only because the wheat is that much cleaner. It weighs that much heavier and it takes less of it to produce a barrel of flour.

We are going to request that standards of all the contract grades be brought to the chief inspectors' meeting at Norfolk in October next, and we are going to make a comparison for the exchanges of all the contract grades of grain in America, of both spring, hard and soft wheat, and of oats and corn, as far as possible. The corn grown in Nebraska and Iowa is superior to the corn grown in Illinois, Ohio and Indiana. Why? Because corn ripened in Illinois; in Indiana and Ohio is diseased, and it is running 15 to 20 per cent rotten stuff. You have corn in Chicago which far surpasses the Toledo corn. I spent three mornings with Mr. Cowen, sizing up his corn. He has corn that is far superior to what we have East, so much so that when I go back home I am going to tell the millers to come to Chicago and buy white corn instead of buying Illinois corn with 15 to 18 per cent of bad grain.

Mr. Goemann: There is no question but that you have got to have uniform grades of grain, whether you have "2 corn," "3 corn," "4 corn" or "5 corn." The question is, what is going to be done to outgrow this condition where "2 corn" from Chicago does not equal the same grade of grain from another place, or vice versa? We have got to have uniformity, and that means that we have got to get away from the present system of inspection. Inspection must be uniform as to quality. You have got to have uniformity, and that means that we have got to get away from the present system of inspection. Inspection must be uniform as to quality. You have got to fix minimum standards, and the different markets must be alike on these minimum standards. It must not be that you can grade corn at 19 or 19.5 per cent moisture and have it go as "3 corn" and go to another market and have the same corn graded "4." The corn which comes in here

grades "4"; in another market it will grade "3." You have got to have uniformity. You have got to have a committee who will fix minimum standards on your grain. And you will then take into consideration the commercial factor which enters into the life of the grain trade, growing and blending of the different qualities; and you have got to get a committee of different exchanges who are the arbitration end of it, who will fix the standards—members of the organization, of this Council—let them agree to abide by the standards. Then you will get uniformity, and you won't get it in any other way.

Mr. Culver: Is the last speaker taking into consideration the fact that we have four great big states that fix their own standards—that this association has absolutely nothing to do with? Why, here, only a couple of weeks ago, I was talking to some inspection committees of the Northwest and they said, "What the hell do we care about your business on a lot of stuff carrying 2½ per cent of moisture? You cannot wipe that out as long as the state has control of it." I say there is only one answer to this question. The Government must establish these standards; then you will have something to work on—a basis to work on—but you are never going to do it under any other system.

Mr. Goemann: The Government won't do any differently than you could do yourself. You can get together and make standards and let the exchanges agree to abide by them, and you can accomplish just as much as the Government can, if you will only make the attempt.

Mr. Pierce: I would like to say I think Mr. Culver has the right idea. Uniform rules are excellent to have; but it devolves entirely upon the interests in the various markets, grain interests, to have them carried out. They can put in any grain inspector, according to those Rules, but it would be impossible to arrange for any uniformity in inspection under any system of uniform rules. Just as long as politics has anything to do with the inspection of grain just so long will it be impossible to have uniform inspection in this country. By politics, I have in mind local politics. I have often felt that I would like to be grain inspector of Illinois; but I would want to be sure that no grain dealer from any city would be allowed within a block of Jackson Street. You have no idea the pressure brought upon those men from all directions; and it is not from the local dealers only, it is from the country, men coming up here en masse every now and then to do their best to upset some eminently proper change that we have made or succeeded in making in inspection. They do their best to upset it because it does not suit their local conditions. Commission men on 'change get a car of grain that they think by any possibility might be graded into a different class. If it grades "4" they will expect to change it to "3," and from "3" to "2." If it is good looking grain, they rush across the street and see what can be done in that direction. Now, that does not tend to make a good grain inspection; and just so long as the incumbent of a position owes his position to his popularity, just so long you will have inspections, wherever inspection exists, that are not satisfactory. It is a wonder to me that our inspections are as good as they are. They certainly are very much better now than they used to be, and they are susceptible of improvement; but it is only by an effort, and by the unselfish effort, of those operating in the markets where the inspection is established, that they can be improved. I do not think that any general action or any general committee could change the inspection of grain in the various markets to any appreciable extent.

Mr. McCabe: What is Mr. Culver's idea of getting his plan of national supervision of the inspection? I have often felt, for a good many years past, that there was too wide a difference at times between the in-inspection and the out-inspection—something that needed the most careful consideration; and I would like to know what his ideas are along that line.

Mr. Culver: We have done a great deal of work along this line and I will outline some plans that have been adopted and some that are now in mind and have been for the last twelve or fifteen months.

The first thing to be done is to have the Uniform Rules accepted and placed upon the statute books of the United States, and have them accepted as a basis of settlement, not only for pure food standards but for the standards and work of the kind that Dr. Duvel is performing—Dr. Duvel, who was brought up in the grain fields of Ohio from boyhood to manhood and graduated from the Ohio State University—standards for different departments to work under. Leave our inspection departments as they are, but make every inspector check his stuff in and check it out, just as you do your currency out of a national bank by your cashier. It would not interfere with the handling of grain one iota; but let Dr. Duvel with a strong committee of the United States Government establish these standards, and then see that these standards were carried out; and if they were not carried out, make it so hot for the gentlemen responsible for it that they would have to retire from the grain inspection business. I have come to believe that is the only way we will ever succeed in establishing actual uniformity in this country, so it will be satisfactory to the entire trade.

Mr. Pierce: It seems to me that the suggestion of Mr. Culver is so much better than anything I ever heard of the subject that I am surprised he has kept it to himself as long as he has; because in no other way I can think of can we ever have uniformity in inspection. It would not be enforced, in the first place, if it was national inspection; and, in the second place, we could not get proper redress in case of errors made. But if a law should be passed that would permit the federal Government to establish grades, and we should commit errors in the state inspection departments or in the local inspection departments, or if people failed to observe those standards, they could be sent over.

Mr. Culver: I want to make one more suggestion. Dr. Duvel and I are at loggerheads over this ques-

tion now. I have been unable to bring him to my way of thinking, although I talked to him yesterday afternoon and last night, submitting my figures to him. Dr. Duvel maintains that safety in corn should be 17 per cent of moisture. I claim that the penalty point in corn is 18 per cent. The doctor's idea is to raise the grade of corn and raise the moisture test to 15, and I partially got him to compromise last night and agree on 18, but he sticks at that point, and on bad grain he wants to get it down 5 per cent. I think I have got him pretty near over to the point where he is willing to accept 8 per cent. Dr. Duvel is here, and it seems to me it would be a good thing to let him talk to us on this subject.

The President: Gentlemen, to such of you as have not been privileged to make the acquaintance of Dr. Duvel I would like to state that Dr. Duvel, who is connected with the Government Bureau of Grain Standardization, is here this morning, and I am very sure the Council would be glad to hear from the doctor.

Dr. Duvel: Gentlemen, I did not come over here this morning with the idea of having anything to say, but rather to listen. I am interested very much in this uniform grading proposition, because we have been working on the standards of grades, and, as we see it in the Agricultural Department, the only salvation for the corn trade is uniformity. Not uniform phraseology, because as it is today it amounts to nothing. There must be some way—if the exchanges adopt uniform phraseology, they should be willing to live up to it, not simply to pull the wool over the eyes of their neighbors or their fellows from other exchanges; but when you adopt a rule, have the honesty and integrity to live up to that rule. And, so far as Mr. Culver has said concerning the grading of grain, it seems to me one of the difficulties is between grades—that the limits are too wide between the different grades, 16 per cent corn and 19 per cent corn, ranging 3 per cent. When a shipper or receiver or handler of grain gets 19 at the top of the car he has a profit of 3 per cent. This is perfectly satisfactory, since it gives 19.1 or 19.2; but throw it, however, into No. 4, according to the Rules adopted by the National Association, he is a kicker immediately. He says nothing about it when he gains 3 per cent in the one case, but as soon as he loses one or two tenths he is a kicker. And for that reason I think the grades should be brought closer together. In moisture I do not think the limits between grades ought to be more than 2 per cent.

Now, I cannot say it would make any difference what these grades are, what the limits are. A rule of that kind some would say would eliminate "2" corn. What is the difference to the corn trade whether it does eliminate "2" corn? They are trade conditions which can absolutely be justified. It doesn't make any difference whether you sell "2" corn, "3" corn, "4" corn, or, I will say, "5" corn, because I think we must put in another grade, as long as everybody knows what he is getting; a man who is buying knows what he is buying and what he can make as his profit. Consumers everywhere are beginning to realize they are paying too high prices for this low grade corn, and the time is near at hand when they will discontinue a practice of that kind.

We are giving most attention, of course, to the corn, because that is our most important crop. There is one thing to be said in that connection and that is that people are not now growing the quality of corn that this country should demand; that is because the grain buyers have been willing to accept low grade stuff. They have put a premium on low grade grain, and farmers have been encouraged to grow low grade grain. If I was in the farming business, I would haul my corn from the field just as rapidly as I could get it to the country elevator. That is what a great many of them are doing. They do it because the terminal markets buy it, and it is not the best corn in a great many cases. There is, to be sure, a great deal of truth in the fact that we do not have the supply of old corn on the first of December that we had fifteen years ago; at the same time there are hundreds and thousands—millions of bushels of this corn that were marketed by the first of December that would have been far better in the cribs in the country than stored in the elevators in Chicago and other terminals. It was not needed for consumption. It is there because that corn had been bought or contracted for, but if it had been left in the cribs it would have been better, if properly cribbed.

While I am on the floor I am going to say what we are trying for in our corn standardization work. Primarily it is to improve conditions. We are studying the condition of the corn from the time it is harvested by the farmer, from his crib to the country elevator and into the terminal markets, during the time it is transported in cars and by the time it reaches the consumer on the other side; and it is a disgrace to this country to know the condition of our corn as it reaches the final consumer, both in the United States and in Europe. What we want is to improve the quality and the condition of any corn that is primarily Western corn. You may be interested to know that the moisture of Illinois corn this year runs 20.3 per cent average so far—No. 4 corn. I had some of these statistics prepared for Kansas discussion, where the mixed corn runs about 18.2 per cent.

Another fact that is going to be taken into consideration is statistics. If the Illinois yield was figured on the same basis as the Kansas yield, the yield for Illinois this year would be more than eight million bushels less than last year, as shown at the present time.

Going back to the uniform grading proposition and what Mr. Culver has said concerning the Government. So far as any legal authority is concerned, I think it is generally conceded that we have sufficient authority today to fix the standards or grades of corn, wheat, oats or other grain, if we see fit to do so. It is not a question altogether of additional leg-



isolation; it is a question very largely of allowing the grain men to take this matter up and work it out for themselves, believing it perhaps to be better for the trade. But I think the Government has sufficient authority now. We could say, for instance, that "2" corn shall not contain more than a certain percentage of moisture, that No. 3 corn shall not contain more than a certain percentage of moisture and that any one who ships out No. 2 corn or No. 3 corn which contains more than the prescribed percentage would be subject to prosecution under the pure food law. [Applause.]

Mr. McCabe: The last speaker brought up something I would like to speak of, in regard to Government inspection. At the first meeting that was called in Chicago something like two and a half years ago, if you will remember, the Winnipeg Grain Exchange (Canada) sent down a number of delegates. On the question of uniform grades the president of their board said he was very much surprised to hear that this was a question of such importance with the exchanges on this side of the line; that they had none of it on their side of the line. I am somewhat familiar with their system of grading; and while I think they have conditions or rules that they will have to entirely change, at the same time they have a system that is ahead of ours. In regard to the appointment of inspectors, first, it is entirely a government appointment; it is a Dominion inspection, and the grades of the grain will not vary with the seasons or conditions, while our inspection will change with the conditions of the seasons; that is, if we have a better crop this year than what we had last year, there is a certain percentage of the wheat of other grades that is worked into the contract grade, almost regardless—well, I won't say that quite, but it is worked in and the standard is low. Now, our experience with the Canadian inspection is that they just hold to their standards, regardless of the crop conditions. If this season or next season there was no No. 1 grade, the inspection would not change. When it comes to the selling, when the American markets get to an export basis, their markets will pass over ours. For the spring wheat grades the foreigner will pay a better price for the Canadian-inspected No. 1 Northern, No. 2 Northern or No. 3 Northern than they will for the American inspected. Now, I have had a little information in regard to the milling on the other side. The foreigner will pay a better price for our flour than he will pay for Canadian flour, indicating that they want his wheat for blending more than they want his flour straight, and they will pay him a much better price; in fact, you can class it almost two grades in price above the American markets when it comes to an actual export of the real grain; and that is something to be considered and thought of—the holding up of this standard—so that the consumer is met fairly as well as the producer. That is the condition that exists from year to year under the Canadian inspection, and the standard is held there regardless of what the country produces—the standard is the same every year.

Mr. Magnuson moved that the chair appoint a committee of three to investigate this matter further and report at the next meeting, and asked that Mr. Culver be made chairman.

The motion was unanimously carried. The chair added that the appointment would be left to Mr. Merrill.

#### DISCOUNTS AND FLAT GRADES.

The President: The next question that was suggested (I might say these questions were submitted by request: they are not the suggestion of your president or secretary, but certain members of the Council wrote and asked that they be discussed) was the following: "How can grain be bought on flat grades without fixed schedules of premium and discounts based on relative values ascertained and fixed at time contracts are made?" That is rather a difficult problem, gentlemen, but I submit it to you for your discussion.

Mr. Powell suggested that as it was near adjourning time, the discussion be postponed until the afternoon session. [The question was again taken up by the chair, but no one could be induced to talk to the subject matter.]

Mr. King: Before taking a recess I would like to make a motion that the thanks of this Council be extended to the able President for the fair and impartial manner in which he has presided, for the benefit of the Council during the last year, and that the Secretary also be thanked.

The above motion was duly seconded, and being put to vote by Mr. King it was unanimously carried.

Thereupon the meeting adjourned to meet at 2:30 o'clock p. m.

#### FINAL SESSION

The meeting being called to order, the President introduced James Bradley, former president of the Council, who spoke on "Exchange Reforms."

A. G. Tyng of Peoria was on the program for an address on "Uniform Trade Rules." When called upon Mr. Tyng said:

Mr. President and gentlemen of the Council: I wrote a paper on this subject, but when I heard the

president's speech yesterday and the secretary's report and the report of Mr. Goemann, then I saw they had taken all the pith out of what I was about to say. I was about to complain that nothing had been done, and I find that everything has been done that could be done by us, we being in the nature of an advisory board. So, like the "man without a country," I cannot complain because everything I asked for has been done.

#### MORE ABOUT GRADING.

Mr. Goemann: I would like to present a motion to have the committee on uniform grading of grain, that was authorized this morning, instructed to investigate the feasibility of the exchanges appointing a committee to arrange for standards of grain in line with our Rules. They are all adopted by these exchanges, the Uniform Rules, and I would like to have them investigate and report as to the feasibility of a committee of exchanges being appointed each year to fix standards for the inspection departments, and work, of course, with the state inspection departments. I would like them to have positive instructions to look into that question. Doctor Duvel stated this morning that if the exchanges got together and made regulations, etc., in the regular inspection departments, the Government probably would not take any steps to interfere, if they were all right. I think it would be wise to have our own committee make our standards.

The motion was unanimously carried.

Mr. Arnot: I move that the by-laws of the Council be suspended and that, acting under such suspension of the by-laws, the president and executive council be authorized to arrange for the place of meeting during next June; the date, I believe is specifically fixed by the by-laws. Carried.

#### MR. MERRILL'S ADDRESS.

Thereupon the newly elected President, J. F. C. Merrill, of Chicago, was introduced and said:

You will pardon a personal allusion for a moment. It was thirty-three years ago, a little while ago, that I came up to Chicago, a young fellow, with a couple of thousand dollars in my pocket that I had earned on a salary. I started in, as all boys should start, to make a place for myself. The Chicago Board of Trade has bestowed upon me, as it has upon my worthy friend, your president of last year, the highest honor it can bestow upon any one, and now you, representing the grain exchanges, are bestowing a like honor upon me; and I believe that you all feel that I am most thoroughly sincere when I tell you that every particle of appreciation I am possessed of is tingling with life on account of this honor of yours.

The Council of Grain Exchanges is an organization possessed of great potency, the limits of which are boundless. We know something about some features of the work pertaining to the exchanges. There are others which it very properly may take in hand and handle as it best sees fit. In the past we have been able to exercise some influence on the matter of legislation at Washington. That referred to by President Sager is well known to you all, but I have many times wondered if we all fully realize and appreciate what it is to go down to Washington and convince nineteen congressmen, an entire committee, one of the most important of the Congress, that the several bills resting in their hands, a prominent one being drawn by the chairman himself, were likely to carry more of injury than of benefit to the people, and thereby cause them on the floor of the House to say, as the chairman did say, that the delegates of the grain exchanges (not of any one exchange, he did not say that) had convinced the committee that the exchanges could remedy the evils complained of better than Congress itself could do it, and that he thought, as did his committee, that the exchanges would better be given the opportunity rather than that Congress should enact drastic legislation against them. I have repeated his words practically verbatim. I think I said in New York a year ago that if that were all that the Council had accomplished in one year it was quite sufficient to justify its existence. In all, affecting the exchanges—that is, up to date—as far as I know, there are seventeen bills in the Congress. I presume that at least some of the members will try to pass them. The chairman of the committee, however, Mr. John Lamb, Congressman Lamb, from Richmond, Va., says that no hearings have yet been arranged for. He is not certain whether they will be; the demand may be such that it will become necessary at any time to fix a date, and that he will advise the exchanges.

I think I told you this much yesterday in making my short report for this publicity committee, and then made the remark that we were not likely to be taken unawares, in view of his promise to let us know about it; and before the Council closes its session here today I think it should take some action looking towards the sending of a delegation to Washington in case it becomes necessary to do so.

You will recall that that was done before, at the winter meeting of the Council, and it was comparatively easy, that action having been taken, to assemble the delegates and proceed to Washington. I make the remark now because it is an important one. There are other matters, as I said. Our local exchange has arranged within a week—in fact, I think last Tuesday, at the directors' meeting—to send a delegation of three to Washington to make a

representation to the proper authorities at the Department of Agriculture relative to the administration of the pure food laws, so far as they apply to grain and the commodities that the exchanges deal in. That is an important matter. The president advised me that I had been appointed a member of that committee. It gives me pleasure, of course, as I am going, as I presume I may, to know that I can go as the executive officer of this Council, and thereby in a sense represent all of the exchanges of the Council. And I want to take this opportunity of saying to the several delegates that if there are any questions that are local or if there are any matters or points that they wish to have taken up down there, I shall be very glad indeed to have them communicate it to me in order that I may know, as far as I may, what is desired on your part.

I thought when I ended my term as president of the Chicago Board of Trade that I was going to be free from care of any nature pertaining to exchanges, that I might look after my own affairs exclusively; and while I appreciate, as I said before, this preference of yours in its fullest degree as an honor, it is, after all, with a little misgiving that I find the work ahead of me is of such moment that it will demand of me the best that is in me, which I shall hope at the end of the year you may have occasion to approve of.

The Council then authorized the appointment of a committee to represent them at Washington whenever deemed wise in connection with pending legislation.

The status of the Hall-Baker case in the U. S. Circuit Court of Appeals was briefly discussed, and Mr. Aylsworth for the Kansas City Board of Trade, asked that any suggestions that the legal officers of the affiliated exchanges might think of that might be of use to the defense would be gratefully received and forwarded to the Board at Kansas City.

Adjourned sine die.

#### INFORMAL DINNER.

On the evening of January 18 an informal dinner was given to the Council and guests by the Chicago Board of Trade at the La Salle Hotel. After the dinner there were many brief and informal talks, President F. M. Bunch of the Board presiding.

#### THE OFFICERS FOR 1912.

The complete list of officers of the Council for 1912 is as follows:

Mr. J. C. F. Merrill, president, Chicago.  
Mr. Chas. Kennedy, first vice-president, Buffalo.  
Mr. A. W. Frick, second vice-president, Duluth.  
Mr. E. P. Peck, third vice-president, Omaha.  
Mr. W. M. Richardson, treasurer, Philadelphia.  
Executive Committee—Messrs. E. Pfarrius, New York; J. L. Messmore, St. Louis; George H. Davis, Kansas City; C. A. Brown, Minneapolis; E. J. Furlong, Milwaukee; Frank I. King, Toledo.  
Mr. Bert Ball, secretary Crop Improvement Committee, Room L, Board of Trade, Chicago.  
Mr. J. Ralph Pickell, secretary, 305 South La Salle Street, Chicago.

#### INSPECTION IN MINNESOTA.

Chief Inspector Eva of Minnesota, in his report for the year ended August 31, 1911 (for which the editor desires to thank Mr. Eva), says his department inspected 165,526 cars of grain on arrival and 41,754 cars "out of store," a total of 207,280 cars, as well as 27,735,648 bushels of grain into vessels.

The earnings of the office were \$320,751.23, which was \$33,388.18 over expenses, leaving the surplus to the credit of the department \$63,575.29. The fee for inspectors was 35c per car, except for flaxseed, which paid 75c per car or 1,000 bushels; weighing, 40c per car or 1,000 bushels.

There were 45,757 calls for reinspection, and in 11,257 cases the grade was raised, in 3,104 cases it was lowered and in 5,521 cases the dockage was changed. There were appeals in 30,217 cases, and in 6,924 cases the inspectors' decisions were changed.

The year closed the sixth year of the office method of inspection—"six successful years."

The grain movement on the lakes during 1911 totaled 274,029,130 bushels, against 245,171,763 bushels for 1910, an increase of 28,857,368 bushels. Shipments from both Lake Superior and Lake Michigan were heavier than in 1910. More than half of the grain went to Buffalo, which port handled 125,914,273 bushels, an increase of 20,671,063 bushels over the volume of business in 1910. At the close of the season there were 7,575,171 bushels of storage grain afloat there, against 11,157,509 bushels at the close of 1910.



[Special Correspondence.]

**NEW PENNSYLVANIA ELEVATOR AT PHILADELPHIA.**

BY E. R. SIEWERS.

After a number of conferences between the Commercial Exchange and the Pennsylvania Railroad authorities, with many important suggestions made and agreed to by both parties in interest, the big modern grain elevator, with a complete grain treating apparatus has at last been decided upon, a very recent meeting of three prominent Chicago engineers, whose tentative plans were carefully gone over by Chief Grain Inspector Foering and the grain committee of the Commercial Exchange, bringing about the final result. It will cost in round numbers \$1,000,000 and its storage capacity will be fully one million bushels of grain. At the close of the last conference, only a few days ago, the Pennsylvania Railroad authorities on February 10 sent orders to the Chicago engineers to push their plans and specifications to completion as rapidly as possible, and their return to Philadelphia is expected about a fortnight hence.

The elevator will be erected along the Delaware river at Girard Point, two hundred feet from the river front and in many respects in style will be similar to the elevator system of the Grand Trunk Pacific Railway Company at Port Williams, Ontario, which has a total capacity of 3,500,000 bushels of grain; and while bids will be at once asked for its construction, it is more than likely that James Stewart & Co., who prepared the tentative plans, will be among the closest competitors for the job. The Fort William elevator was erected close to the water line, but the new Girard Point plant will be of the inland character. Among the special features decided upon is the provision of the quickest and most perfect delivering and receiving facilities which the inspection department and the grain men here emphatically insisted upon.

Besides the most modern devices for handling, treating and drying grain, vessels will be loaded by four conveyors running to the chutes at the edge of the pier, each having a capacity of 15,000 bushels per hour, making a total of 60,000 bushels per hour. A full cargo ship can easily have 180,000 bushels of grain placed in the holds within three hours; and it is expected that a cargo of 250,000 bushels of wheat can be loaded, trimmed, and the vessel made ready to sail in ten hours' time. The cleaning department and other machinery will have a capacity of 30,000 bushels per hour, while the drier will have a capacity of 3,000 bushels per hour. All of the machinery is to be operated by electricity.

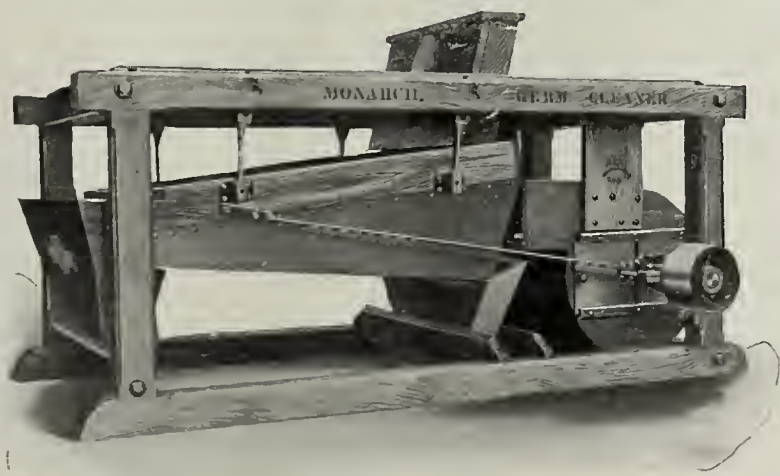
It is expected that the contract for building the

increasing branch of its general freight business and the needs of the export and domestic grain trade at the lower end of the city, near the Delaware River, where the corporation owns a large tract of land; and in addition to the extension of the Delaware Avenue Belt Line, a number of sidings with switches and trackage will be added to give the Commercial Exchange people every possible accommodation which will result from a grand receiving and delivering yard, fully in keeping with the extensive improvements now going on and to continue about the rivers and harbor at the port of Philadelphia. The development of the waterfront with a thirty-five foot channel sufficient to pass the largest vessels of the present century is in the line of "Greater Philadelphia" work, and while there are 33 miles of water front terminating at the junction of the Schuylkill and Delaware Rivers, there are at least 14 miles of this boundary that are available but heretofore untouched. Plans are now being worked out to show ample room for one hundred and thirty-one ships of the 600-ft. length, and modern warehouses with a combined floor space of 44,539,500 square feet, with an increase of new docks by seventeen miles. This land area, even exclusive of the railroad yards, would approximate 1,015 acres. Millions of dollars have been expended by the city, state and United States governments on river and harbor betterment, and the 35-foot channel in the Delaware River alone will necessitate the expenditure of \$11,000,000 and \$300,000 a year for its maintenance.

Major Dea Kyne, the United States engineer, is superintending the construction of three stone dykes, one of which at Reedy Island will require 400,000 tons of stone, and cost \$700,000. These dykes not only deepen the river channel, but save thousands of dollars in dredging work. The Chester island dyke will be 1,800 feet long; the one at the Old Man's Point, 1,700 feet long; and the Artificial Island one 4,200 feet in length. The new Vine Street double-decked pier stands the city \$700,000. The new pier at Dock Street is under construction, and others are under consideration; and with the governments, both national and state, and the city and the railroads working in harmony, from the grain trade end at least, Philadelphia's future will be more than reassuring.

**MONARCH CORN GERM CLEANER.**

The picture herewith is one of another of the well-known line of "Monarch" machines built by Sprout, Walton & Co., Muncy, Pa. It is called the Monarch Corn Germ Cleaner and is used to remove the many impurities in milled corn which are



MONARCH CORN GERM CLEANER.

elevator can be closed in time to have the construction begin as soon as the frost leaves the ground in the early spring. Reinforced concrete and steel will enter largely into the make up. The old Girard Point Elevator, which has a comparative small capacity in grain, will be kept up in addition for the present as an adjunct to be relied upon during the rushing season. General Traffic Manager George D. Dixon, Chief Engineer Brand, and Architects Cookman and Temple of the Pennsylvania Railroad Company, will have the oversight of the construction.

It is the intention of the Pennsylvania Railroad Company to concentrate an important and rapidly

nearly of the weight of the germ itself. It is a difficult matter to make a perfect separation without losing more or less good germ, and if not removed, the impurities will absorb their full capacity of oil as soon as they are forced from the germ, thus reducing the output to a very considerable extent, and leaving the oil with a quantity of dust, which must be eliminated in the refining process. The Monarch Corn Germ Cleaner will remove all foreign substances which must necessarily get this far with the germ. It floats them to the surface over the tail of the machine, leaving the germ clean of hulls and dust to go to the oil press. The air current is

controlled by four valves, two on each side of the fan case.

This machine is especially recommended where manufacturers wish to produce a high grade oil and to remove all the oil from the germ. The machine can be adapted to handling meal, grit, middlings, etc.

The manufacturers will be glad to send further information on request.

**E. T. CUSTENBORDER.**

The many friends of E. T. Custenborder of Sidney, Ohio, have had the recent privilege of extending congratulations on his marriage on January 25



E. T. CUSTENBORDER.

to Miss Jennie Griffis, also of Sidney. Immediately after the wedding Mr. and Mrs. Custenborder left Sidney for the South, where they will spend the remainder of the winter, and whither the best wishes of their friends in and out of the grain trade will follow them.

Mr. Custenborder has been in the grain business for twenty-two years, and is now a member of the well-known firm of J. E. Wells & Co. of Sidney. He is not only a consistent business man, but (for that reason, perhaps) he is an enthusiastic and energetic association worker also, being an ex-president of the old Miami Valley Grain Dealers' Association. The bride also has been connected with the grain business as a member of the firm of E. J. Griffis & Co., which was succeeded by the Sidney Grain and Milling Co.

Steifel & Levy, Fort Wayne, Ind.—Please discontinue our "Seed for Sale" ad, as we are completely sold up.

According to a preliminary statement issued by the Washington Grain Commission the wheat shipments into Tacoma in 1911 were 9,853 cars, being 1,600 cars in advance of the figures for 1910 and 2,241 cars ahead of 1909.

President J. H. Worst of the North Dakota Agricultural College in an address at Fargo in January ventured on a prophecy of rural conditions in 1920, when he said \$150 an acre clubs will be formed; land will yield 50 per cent more than now; consolidated schools will be the order of the day; and roads will be improved. "Politics cut off the appropriation for agriculture at the last session of the legislature," he said.

A movement has been begun at Sherburne, N. Y., by the organization of a "rat club," the members of which have pledged themselves to the extermination of the rodent. For some time the vicinity has been overrun with rats that have done much damage to farmers and storekeepers alike. Modern devices have proved ineffectual, and finally the rat club was formed. The dues are used to pay a bounty of 3 cents for each rat tail delivered to the treasurer.



## PERSONAL

H. S. Foster has left Chicago, Ill., and is now at Colorado Springs, Colo.

Peter Nelson has resigned as manager of the Farmers' Elevator at Noel, Iowa.

Paul Murphy of Troy, Ill., is manager for the new Joliet Grain Co., Joliet, Ill.

Homer Canfield of Kellogg, Minn., has charge of an elevator at Maiden Rock, Wis.

The Farmers' Elevator Co. of Bagley, Iowa, has selected H. W. Cramer as manager.

F. F. Duncan now has charge of the elevator at Bagley, Iowa, owned by M. McWhinney.

Raymond Steelsmith has taken charge of the Wohlheter elevator at Northrop, Minn.

Fred Brimley of Morrice, Mich., is now employed by W. O. Clakins at the elevator in Bancroft, Mich.

H. S. Kennedy has joined the Huhn Elevator Co., Minneapolis, Minn., and will be their general representative.

J. C. Byrnes, manager of the Farmers' Elevator Co. of Princeville, Ill., has been succeeded by John Graham, Jr.

Thomas Hennessy has taken charge of the Farmers' Elevator at Mohall, N. D., succeeding Louis Heiner who resigned.

D. F. Taylor has resigned his position with Sack & Taylor, grain dealers at Ashville, Ohio, and will travel for his health.

J. D. Hale of Decatur, Ind., has sold his feed and seed business to E. L. Carroll, a former grain dealer, and will retire.

F. F. Frahle of Willow Lake, S. D., is now manager of the Occident Elevator at Dickinson, N. D., succeeding E. K. Perrin.

George Gregory has sold his interest in the Lindsborg Mill & Elevator Co., Lindsborg, Kan., and will move to Spokane, Wash.

John Aardappel has resigned as manager of the F. F. Mayer Elevator at Corsica, S. D., and will go to Ardmore for a few months.

W. E. Gamble has been appointed manager of the O'Neil-Kauffman-Pettit Grain Co. at Greensburg, Kan., succeeding H. W. Hutchinson.

Arno Spranger, manager of the elevator at Fryburg, N. D., has returned to Holland, Minn., as the elevator has been closed for the season.

Fred Hagenmister has resigned his position as manager of the Farmers' Union Elevator at Stockton, Kan., and J. O. Stewart has taken his place.

Harvey C. Miller will retire from the firm of L. F. Miller & Sons and will give all his time to the Keystone Elevator & Warehouse Co., Philadelphia, Pa.

J. A. Engelhart has resigned as manager of the Farmers' Elevator at Enderlin, N. D., and his assistant, L. S. Thompson, has been chosen to take his place.

M. O. Holmes has resigned as manager of the McCaull-Webster Elevator Co. at Bradley, S. D. His place has been filled by R. G. Hannan of Wood Lake, Minn.

G. H. Shelby of Block, Ill., has been appointed manager of the Sidney Grain Co., Sidney, Ill. He was formerly manager of the Coon Brothers elevator at Block.

W. A. Chain, several years ago connected with the Alva Roller Mills, Alva, Okla., is now in the sales department of the Aetna Mill & Elevator Co., Wellington, Kan.

C. E. Chadderdon is now foreman millwright at Beach, N. D., for the Russell-Miller Company. Repairs on the company's elevator will be completed within a short time.

T. R. Parker, formerly with the Empire Grain & Elevator Co., Binghampton, N. Y., has bought the flour, feed and grain business of H. S. Chase, located at Richfield Springs, N. Y.

John Hancock has sold his interest in the Hancock Grain Co., of Philadelphia, Pa., to George G. Omerly, and will retire. Mr. Omerly has been connected with the firm for some years.

I. N. Hickie, an employee of the Frankfort Grain Elevator, Frankfort, Ohio, was seriously injured February 1. He was kicked in the breast by a horse and his breast bone was broken.

Samuel Beal, who has been with the Valparaiso Elevator at Bucyrus, Ohio, for a number of years, has resigned and will be succeeded by William C. Lindner, who has been in the employ of the same company at Valparaiso, Ind., for some time. Mr. Beal will go to California for his health.

W. M. Ferris, for twenty-two years connected with the elevator at Farrington, Ohio, has resigned his position as foreman of the elevator of the Spencer-Miller Company. He had been in charge of the elevator, which has been owned by Farrington & Slauson, Farrington & Co., Spencer, Slauson & Co. and the Spencer-Miller Company, since 1890, and

had been employed at the house previous to that time. He will probably buy a farm and retire.

John J. Templeton, a member of the Board of Trade of Chicago, Ill., has donated \$1,000 to the police to be used in furnishing the crossing policemen with hot coffee and sandwiches.

Harry Bowman of the firm of Taylor & Bowman, who recently acquired the M. F. Gray Elevator at Dorr, Mich., was severely burned recently while trying to thaw out some frozen pipes.

O. M. Wood has resigned as manager of the Farmers' Co-operative Grain Elevator at Allison, Iowa, and will move to Kelsey, Iowa, to take charge of the elevator recently purchased by John Metcalf of Allison.

Z. A. Ford, book-keeper for Robinson Brothers, grain dealers of Shreveport, La., had a narrow escape from an accident January 24, when his horse became frightened and the buggy in which he was riding was tipped over.

Ernest Orndorff, who has been in charge of the grain business of E. W. Wagner at Mattoon, Ill., has resigned, and will devote his attention to the management of the Big Four Elevator at Mattoon. He will be succeeded by J. W. McMeen of Chicago.

Harrison Harrel, a grain dealer of Evansville, Ind., has been reported missing from his home. His partner, J. P. Youngblood, is at a loss to account for his absence and states that his affairs were not in such a shape as to worry him. It is thought that he has met with an accident.

Harvey Atwood, a grain dealer of Harrisburg, Pa., was found wandering in a field of Creston, Ind., almost dead from exposure. He said he left Harrisburg to go to South Dakota, but could not explain how to get to Creston. Both of his legs may have to be amputated, they were so severely frost bitten.

William Hamilton, head of the firm of Hamilton & Son of Caledonia, N. Y., has retired from active business and put his affairs into the hands of his son, W. V. Hamilton. William Hamilton has been in the milling and produce business for over 52 years. In 1859 he commenced to buy grain in Caledonia and since that time has steadily added to his business. He is the owner of a milling plant at Honeoye Falls, N. Y.

## THE MOISTURE TEST.

An item in a Canadian paper in reporting on the grave congestion existing in their Northwest provinces touched upon the information that exporters were receiving from their foreign correspondents or offices in regard to the excessive moisture in the Canadian wheat this season. This article stated that the contract grades were running 4 to 5 per cent higher in moisture than is usual in an ordinary year and that the lower grades, of course, showed a much higher percentage of moisture.

A similar condition exists on this side of the line in the Northwest, although not to so excessive a degree as across the line. It is notorious, of course, that much of the wheat received in this market has lacked quality. The bulk of the wheat grading "no grade" was so inspected because it was wet and tough. Other than this, the wheat was of good enough quality to have graded one and two northern; and it has been stated before that with the proper handling this wheat could be raised to these higher grades, which is quite true. At the same time this wheat, even when properly handled, will have a high moisture test. As a matter of laboratory reports there is scarcely if any really dry spring wheat in the Northwest this season. Even the apparently dry that grades high shows no evidence of moisture in inspection or in the feel, still is carrying more than the usual amount.

It is this fact that is causing the increased amount of wheat to the flour barrel this year compared with other crop years. It is also the chief reason why the millers have been so hungry for dry wheat that they have gone into the Southwest and paid high prices for the hard winter grades to offset this shortcoming in straight spring wheat flour. A reasonable supposition would be that with the Southwest closely marketed, as it is presumed to be, and the expected larger demand from the interior of that section for supplies to be drawn from the Southwestern and possibly the Chicago markets, that the demand for dry wheat in the Northwest the remainder of the year would be very keen and that is impossible to fill there will be a greater amount of spring wheat used to go into each barrel of flour shipped out of the Northwest.

It is no great stretch of the imagination to raise the question if the situation in Argentina is not similar to this condition which exists in the Northwest and Canada. If so, will not this excess of moisture have some bearing on supply and demand and the future trend of the market that has been little suspected if suspected at all?—Minneapolis Market Record.

Ludington, Mich., in 1911 handled in transit 7,346,783 bus. of grain, most of it by car ferry from Milwaukee.

## FIELD SEEDS

The Rochester, Minn., High School is testing seed corn free.

Texas seeds houses report a large business in seed corn and feed stuffs.

The demand for seed wheat for crop of 1912 is estimated at 72,054,000 bus., or 12 per cent of the 1911 crop.

Prof. R. A. Moore of the Wisconsin College of Agriculture has published a list of holders in that state of pure-bred seed grain.

The North Wisconsin Seed Co. of Eau Claire has been incorporated with capital of \$15,000; by T. B. Keath, A. J. Keath, Ben F. Faast.

The Rush Park Seed Co. has been incorporated at Waco, Tex. Capital, \$15,000; incorporators: Mel. L. Webster, Dan S. Jones, W. S. Murrell and H. D. Kline.

The railroads will carry seed grain free to South Dakota where needed on account of failure of crops. Several counties have made provision to loan indigent farmers with seed grain.

The annual seed corn showing at Purdue University, Indiana, were not as many as usual but were said to be of fine quality. Johnson County corn again won the chief prize.

H. A. Winter of Illinois told the farmers at Mitchell, S. D., that South Dakota corn in 1911 matured better and was in better condition for seed than any corn he had scored in Illinois.

State Food Commissioner Hansen of Nebraska gives notice that the pure seed law of that state cannot be carried out in respect to testing seeds, there being no appropriation available to cover the expense.

The capital prize-winning ear of corn at short-course show at Webster City, Ia., on Jan. 20, sold for \$25. It was raised near that city and was bought in by its grower. The prize bushel of corn sold for \$100.

Prof. C. W. Pugsley of the University of Nebraska reports that the seed corn situation is very serious throughout Nebraska. Almost every report from men who have investigated the matter indicates that never before was seed corn so poor in that state.

Prof. Cottrell, industrial commissioner of the Rock Island system, operating largely in the agricultural development of the Southwest, is pushing milo as a feed crop combined with Spanish peanut hay. The combination is specially recommended for hogs.

Seed testing laboratories have recently been opened by the U. S. Department of Agriculture in co-operation with the experiment station at Baton Rouge, La., and Berkeley, Cal., similar to those already in operation at Corvallis, Ore., Columbia, Mo., and Lafayette, Ind.

The Michigan Corn Improvement Association on Feb. 1 re-elected Charles S. Sudborough of Adrian president. The other elections were: Vice-president, L. L. Lawrence, Decatur; secretary-treasurer, L. J. Bradley of Augusta. Directors—W. F. Raven, East Lansing, and J. J. Nyenhuis of Ionia.

Krauss & Apfelbaum of Columbia City, Ind., have bought a site embracing two and one-half acres of ground at Fort Wayne, Ind., on which they will build a warehouse for seed and wool exclusively. On the the completion of the warehouse they will move their headquarters to Fort Wayne.

The Illinois Corn Growers and Stockmen on Jan. 25 re-elected A. N. Abbott president; H. J. Sconce, vice-president; and Ralph M. Ainsworth of Mason City, secretary. The latter can no doubt supply those interested with the names and addresses of members of the association who hold seed grain.

Prof. L. R. Waldron of the Dickinson experiment farm spoke on alfalfa seed production to the Tri-State Grain Growers' convention at Fargo in January and asserted that it could be grown in North Dakota, as had been abundantly demonstrated. He believed that within fifteen years there will be 3,000,000 acres grown in this state.

The California Lima Bean Association has published a comparative statement of the holdings of lima beans in that state on January 1, 1912 and 1911. Sixteen warehouses are included in the totals, which for 1912 are 336,395 sacks, and 312,843 for 1911. Five other warehouses not included add 46,548 sacks to the 1912 total and 800 to that of 1911.

Prof. Hansen at Brookings, S. D., reports a yield by one alfalfa plant of 41,300 seeds. Prof. Hansen was special agricultural explorer for the United States Department of Agriculture, and brought back both Russian and Siberian alfalfa in 1906 and 1908. One of these plants bearing 25,000 seeds was exhibited at the state fair at Huron last September; but recently in checking up the season's selections Prof. Hansen found a great many plants that exceeded that record, including the plant already mentioned bearing over 41,300 seeds. According to Prof. Hansen one acre set with these plants spaced 2x4



ft., would yield in round numbers eighteen bushels of seed, worth about \$200 at present prices. One hundred acres would yield 100,000 pounds, or, as he says, "enough to transfer the alfalfa industry of the state from an uncertain to a certain foundation."

The Marlow Seed Co. of Wichita has been giving free, on certain conditions, packages of several varieties of prize winning strains of high bred seed corn to the farmers of that vicinity in order to improve the average quality of seed in a locality in which a member of the firm said there is less apparent interest and attention paid to growing high grade corn than "anywhere in the United States."

The Texas Corn and Cotton Growers' Ass'n at Austin on Jan. 19 voted to offer next year substantial cash prizes and other awards for excellence in specimens of sorghum, milo maize, kaffir corn and allied grain products. This action was taken in view of the statement made in the course of a comparative study of the yields of sorghum, milo maize and kaffir corn, compared with the yield in Texas of the common or Indian corn, by H. S. Hastings of San Antonio, superintendent of the Federal Government's experiment station farm in Bexar County, that in dry years the sorghum variety of grain surpassed by two-thirds in yield the yield of common corn.

The Holdrege, Nebr., Commercial Club on Jan. 21 began a series of meetings to interest local corn growers in seed corn. The club advertised to test all seed corn brought in free of charge and the first lot of samples was a large one. J. G. McMillan, the instructor of agriculture in the Holdrege High School, gave a talk and showed the farmers how to make testing boxes and how to use them. Tests of the corn brought were then started and on succeeding Saturdays the results were shown. There was much corn there unfit to be planted. Other Nebraska towns have begun the same kind of work. And over 900 banks in the state are calling farmers' attention to the bad condition of seed corn.

#### THE BEAN CROP OF CALIFORNIA.

There was an excellent bean crop of all varieties in California in 1911. Next to barley, beans constitute the state's most important field crop for export purposes, and it is probable the crop of 1911 will be found to be the most profitable in the state's history. The area devoted to lima beans is steadily increasing in the southern coast counties, and there is a strong organization of growers which studies the market without speculating too heavily. The largest output of other commercial varieties is along the lower Sacramento and San Joaquin Rivers, including the islands, where the crops produced are very heavy. The following is the trade estimate of the bean crop for a series of years:

Year.	Pounds.
1902 .....	78,016,000
1903 .....	92,800,000
1904 .....	106,960,000
1905 .....	153,712,000
1906 .....	142,320,000
1907 .....	140,000,000
1908 .....	154,320,000
1909 .....	202,400,000
1910 .....	160,000,000
1911 (estimated) .....	225,000,000

#### CLOVER SEED.

R. Liefmann Sohn Nachf., Hamburg, in their circular of Dec. 31 among other things say:

The market for red clover is a little easier in some sections for medium and low grades, but prices for finest dodder-free seeds from the northern territories were fully maintained.

A very interesting feature of the red clover situation is that rather unexpectedly the English crop turns out not to be so large as was anticipated earlier in the season. Most British dealers now say that more than half the crop has already been exported to the United States, Canada and Germany.

The white clover market is firm. As soon as receipts increase, as they may in January and February, prices may decline to a reasonable level.

C. A. King & Co., Toledo, says the January demand for seeds was larger than expected. Large seed firm writes: "Think everybody in the seed line has so far been somewhat surprised at volume of business done during month of January."

Mr. Jaeger of J. F. Zahm & Co., same market, wired recently from Philadelphia: "It looks to me as though the East has much smaller stock of clover seed than the trade in general is figuring on. The majority seem to think the other fellow is holding a big stock, and are holding off hoping for a break in the market."

On Jan. 28 Zahm & Co. wired Finley Barrell & Co.: "Clover seed has made a new high record almost every day this week. [It passed the exchange record on Jan. 21 at \$3.65 per bu. or 22½¢ per pound.] At 23¢ per lb. it is well worth while to be saving with red clover. A carload of 200 bags prime seed costs about \$7,000."

## TRANSPORTATION

The proposed increase of hay rates from Ontario and Quebec to the United States, via G. T., C. P. and C. N. roads, has been disallowed.

The New York complaint against the differential inland freight rates enjoyed by five competing points was heard at Washington on Jan. 23-25. The testimony was conflicting.

The Canadian Northern Railway has placed an embargo on the shipment of bulk grain to its Port Arthur terminals from western points, and for some time will direct the movement of grain to Duluth over its Fort Francis-Virginia line.

It is reported from Sterling, Ill., that 50 farmers of Hoopole have organized to buy the bankrupt Tampico-Hoopole Electric Railroad at a cost of \$60,000 to get an outlet for grain at Tampico, fifteen miles from Hoopole, which is without another road.

On January 16 the Soo line and C. P. Ry. line and Canadian Pacific Railway announced a readjustment of rates on wheat and oats to Minneapolis and Duluth so as to give the same rates as to Port William and Port Arthur from Saskatchewan. The rate will be operative until April 30.

The Commerce Commission in January took testimony at Dallas, Texas, on the complaint filed by the Reinhardt Grain Co. of McKinney, and thus involving the rates on shuck or snapped corn from Louisiana, Arkansas and Oklahoma points to points in Texas; and the rates on hay from New Mexico to Texas, and on baled corn shucks from Louisiana to Texas.

Baltimore has appealed to the Commerce Commission for a readjustment of rates to that city from Southern Illinois and Indiana, the complaint being that by reason of actually higher rates and transit privileges accorded grain at Chicago, grain from the territory named is being diverted to Chicago, whereas naturally it should go to Baltimore. The St. Louis Merchants' Exchange has intervened in the case.

With the cold weather, which has stimulated the movement of grain from the interior, come complaints from all directions of a scarcity of cars. This is not because there is an actual shortage, for the semi-monthly car reports show a large surplus for the country, but the trouble is caused very largely by the unfit condition of the cars tendered and by a real shortage of motive power on nearly all the Western "grange roads."

Effective February 26, 1912, the Chicago, Rock Island & Pacific Ry. has published through rates on grain only, to Memphis, Tenn., only, from stations on St. Paul & Kansas City Short Line R. R., with transit privileges at Chicago. This road is one of about 25 stations, extending from Plymouth Junction to Des Moines, Iowa, and connects with the C., R. I. & P. Ry. at either Des Moines or Iowa Falls, Ia. The through rates thus established are in addition to those applying from the C., R. I. & P. Ry. itself, via Chicago and the C. & E. I. and St. L. & S. F.

The Chicago Board of Trade transportation department on January 17 gave notice that effective January 26, 1912, on state, and on February 26, 1912, on interstate shipments, the Lake Erie & Western R. R. has restored through rates on grain to Chicago from stations in Illinois. These rates range from 7.3 to 8.7 cents per 100 pounds, and are those cancelled on October 2, 1911. There is also in effect Lake Erie & Western R. R. tariff No. 515-B, naming rates to Chicago on wheat only, via Crandall, Ill., and the A. T. & S. F. Ry. of 6 cents from Goodfield and Deer Creek, Ill., and 7 cents per 100 pounds from Yuton, Carlock and Congreville, Ill. No change has been made in the rates from stations in Indiana on the Lake Erie & Western R. R.

The Board of Trade transportation department gives notice that complaint is made by the transit bureau of the failure of the shippers to surrender expense bills currently with shipments of grain, as provided in the transit rules. Investigation discloses that this failure is occasioned almost invariably by the sellers of the grain not furnishing expense bills to the buyer. By resolution of the board of directors it is made incumbent on the seller of the grain to furnish expense bills to the buyer within 72 hours after the date on which the Board of Trade weight certificates are issued. Failure to so furnish such expense bills will make the seller liable to the buyer for any loss, expense or damage that may be caused by such failure, except in case where the railway company has not presented the expense bill for payment, in which event the failure to file the same with the transit bureau would rest with the railway company. The attention of the receivers and shippers is directed to this matter because the requirements of the transit rules must be complied with. Violations of the rules is certain to bring a penalty either in more stringent railway regulations or drastic action on the part of the Interstate Commerce Commission; and, therefore, dis-

regard of the rules, whether willful or the result of carelessness, will inflict punishment alike on the innocent and guilty.

The T. & P. Ry. has announced new transit rates in effect March 1. The transit limit of 72 hours has been abolished and the tariff provides for the absorption of switching charges between mills and elevators when located in the same city. Another provision of the tariff will be the granting of transit privileges on whole grain originating at Cairo, East St. Louis, St. Louis proper and Kansas City, when destined to points in New Mexico, Arizona and California points reached by the Southern Pacific system. In addition to these, transit privileges are extended to eleven Texas railroads that do not have that privilege at present, as follows: The Asherton & Gulf, the Burrs, Terry, Browndeal & Chester, the Cairo & Northern, the Crystal City & Uvalde, the Marshall & East Texas, the Sugarland Railway, the Texas Central, the Texas City Terminal Railway Company, the Texas & Gulf, the Texas Midland and the Texas Short Line. This privilege is one that the grain men of Texas have long been fighting for.

#### CANADIAN CAR CONGESTION.

The Winnipeg Free Press on January 25 addressed a query regarding the car situation to 150 points in Alberta and Saskatchewan, and by January 27 had 49 replies, only 9 of which reported "no trouble." Indeed, all through January the congestion in Canada grew steadily worse and embargos are absolute on grain to head of the lakes. At Fort William on January 31 there were 3,577 cars on order, not loaded, representing over 4,326,500 bushels of grain of all kinds; and for over three weeks prior there had never been less than 3,000 cars on order, but not loaded. The daily storage on 3,577 cars is \$1,300 and the interest on money thus tied up is over \$600 per day, making a direct daily loss to shippers of \$2,000, or \$14,000 per week, making no allowance whatever for the heavy loss sustained because the shippers cannot fill contracts while these cars remain undelivered. One cause is lack of locomotives, to supply which the Canadians recently endeavored to borrow engines on this side.

#### MILLING IN TRANSIT HEARING.

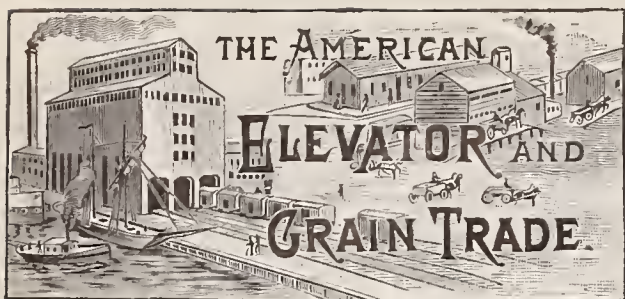
The Commerce Commission reopened the milling-in-transit controversy by a hearing that began on January 29 at Washington, at which there were present representatives from most of the markets and states of the country interested in the transit privilege. The reason for reopening the matter is that the Commission's ruling of May 10, 1910, is not being uniformly carried out by the different freight associations. Broadly speaking, the roads have been permitting the shipper to stop the shipment in transit at an intervening point and reship the grain, cleaned or converted into flour, to its original destination at the through grain rate. For the stoppage of transit the railroads charge 2½ cents per 100 pounds. But the ruling of the Commission has been differently interpreted by the shippers and carriers in different sections of the country. Some freight associations allow 100 pounds of flour to go the same as 100 pounds of grain, while others do not. This has brought about the feature of discrimination, and it involves the most serious point under dispute. The Commission was asked by some commercial men to decide the matter of substitution at transit points and to lay down an inflexible rule which must govern all the freight associations.

#### ACTIONS STILL IN HEARING.

A case that will determine the power of the Commerce Commission to compel steam operated railroads to make switching connections and establish through rates and joint rates with electric lines has been carried to the Commerce Court by the B. & O. and N. & W. Rys., which has been directed to accord by Feb. 12 such accommodations to the Cincinnati & Columbus Traction Company, an electric line. The defendants asked the court to issue an injunction to restrain the Commerce Commissioners from putting its order into effect, contending that the Traction Company cannot handle cars without danger to employees and shipments and that proper insurance against such loss is not given steam roads by the Traction Company.

The celebrated "Minnesota Rate Case" will be argued at Washington before the Supreme Court on February 16. The brief filed for the State of Minnesota contends that strangulation of the State's power to regulate intrastate business would not extend the Federal power to cover intrastate commerce, and that if the decision of the Federal court annulling Minnesota state rates stands, intrastate commerce must go unregulated; that the state rates would not be confiscatory of the railroad property if the income were figured on the property the railroads had contributed to the public service, or in the money invested therein, or what the facilities were worth, and an estimate of value based on what it would cost to acquire the rights of way and build new roads was denounced as unfair.





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, FEBRUARY 15, 1912.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

#### THE BASIC PRINCIPLE.

Of all kinds of business that men concern themselves with, few, perhaps none, can be named off-hand whose followers have less arbitrary control over prices of the commodities in which they deal than handlers of grain at any stage of its movement from the farm to the consuming miller or manufacturer. This happy condition, as regards the human race, is due to the fortunate circumstance that the prices of grain are made, thanks to the existence of the grain exchanges of the world, by the competition of all the world as buyers and sellers, a unique condition in the marketing of some necessities of life, that protects all from the effects of possible monopoly of cereal foods, at least in their natural state, and of certain meats called "provisions."

But as grains of all kinds are subject to natural variations of quality, contingent upon the condition under which they are grown, the manner in which they are harvested, garnered and marketed, it has been found necessary by the great public market places of this country, formulating the experience of sixty years in handling the vast crops of this Nation, to differentiate these inevitable variations in the natural qualities of the different grains by establishing "grades" representing certain ranges of quality, and on these agreed average qualities, made for convenience of trading, general prices are established for each grade by the bids of the buying public or the offers of the owners of the grain.

The lately assumed attitude of the pure food authorities toward these "grades," applied to grain in interstate commerce, is nominally, perhaps, one of recognition, but as a practical fact it nullifies them all, for the reason that it ig-

nores the authority legally constituted by four "sovereign" states to pass upon the grades of grain offered on contracts made in the several states indicated. The threatened action, therefore, of the Bureau of Chemistry is like throwing a wrench into the mechanism of a delicate machine; and as a result of this disorganization of the trade, a double injury may be inflicted; for as the risks of trade are increased the first result is a reduction of the price paid the producer and the second an increase of the price demanded of the consumer in order that "going and coming" the abnormal risk created by official action may be covered by ample margin.

#### ANTI-OPTION BILLS.

"Anti-option" bills in Congress, to prohibit contracts for the future delivery of grain and cotton, are more numerous in the present Congress than perhaps ever before—probably in the neighborhood of thirty. The regrettable feature of the matter is that such bills are often given a color of countenance by some members of the grain trade itself. The shipper who speculates with his own grain is always a knocker of "options" when he loses, but he is rarely a booster when he profits, and as the layman may assume that the man in the trade should know the truth, if he says "options" are wicked, why of course they must be so. It's an old saying that a man's a mighty mean fellow who has no respect for his own household.

It is not necessary to defend here the right and the necessity of selling grain and cotton for future delivery; but one point in the argument too often lost sight of is the assumption that necessarily one party to every speculative trade must lose. This is of course truer than the common belief that one party to every purchase and sale of any commodity must lose but it is not absolutely true. On the contrary, as in the everyday conduct of business both parties to every trade must profit or trading would cease, whether the trade be international or domestic, so in speculation even it is possible that both parties to a purely "speculative deal" may profit in one way or another.

#### HOW IT WORKS.

The predicament of the Illinois State Grain Inspection Department is the concrete result of a commingling of politics and public business. The legislature understood well enough, when it voted funds to carry on the work of this department, whose ample daily earnings are covered into the state treasury, that the amount was inadequate and that the service would soon thereafter be in difficulty; yet it nevertheless chose that it should be so. Why? Well, "the administration" was *persona non grata* to the legislature; and in order to "put the administration in a hole," the politicians did not hesitate to cripple this indispensable service as a part of the strategy of "peanut politics."

But is this sort of thing likely to go on indefinitely? Second thought and ampler information prompt a recall of the opinion expressed here a month ago that it probably would. It has been found in other state institutions that their removal absolutely from the arena of political "stratagem and spoils" by the civil service laws has taken from them their attractions for

the politicians, being no longer reservoirs of patronage. The Governor and his satellites, having no longer any control over the employes, the party in power can make use of the state institutions as political material only by pointing to their high state of efficiency. It has been found, therefore, when an institution, by action of the "merit system," had passed irrevocably from the maw of the politicians and beyond the reach of political influence, that the legislature has ceased to juggle with it and has given it all the money its managers could in reason expect. It is believed this will be the course future legislatures will take as to the grain inspection service, seeing how intimately it impinges on the daily business of so great a number of people. Since it has passed from under the control of the politicians, who can now or hereafter neither appoint a man to the service nor remove one from it nor keep one in it, every employe under the chief getting and holding his place only through the Civil Service Commission and on his pre-ascertained merits, there seems no reason why the legislature should at any time hereafter withhold its necessary expenses and every reason why the party in power should treat it properly in order to claim the political credit for a well-conducted and adequate public service.

#### TAKING OVER THE TELEGRAPH.

It is really funny, the way Postmaster General Hitchcock's proposition for the Government to take over the telegraph and run it in connection with the postoffice has been "squelched." Talk about politics! If here is not politics with a vengeance—hardly a newspaper in the country will touch the subject with tongs. Until "after election," at least, the subject is absolutely taboo in the secular press.

The subject is a big one to discuss in a paragraph; but when we remember that the only governments that do not own and operate the telegraph lines are those of Bolivia, Cuba, Cyprus, Honduras and the United States, surely there is enough in that one fact to give one a hint to think over the idea, however much one might wish he could start with a much better opinion of the business sagacity of the postoffice department management than most men have who come into close touch with it in a business way.

But there are some points in favor of the plan, such as:

Efficient and prompt service over widely extended areas.

A gradual growth of the number of points to which such competent and efficient service can be made available.

The growth and business efficiency of all business especially in the grain trade and its branches, at a great and lasting benefit to the farmer and producer.

Equal service to all without discrimination at a lower cost, but still at abundantly remunerative rates to the Government.

The elimination of preferences to individuals and corporations and operators of leased wires.

The objections are those summed up in the phrase, the undesirability of having the Government invade the realm of private business, an objection that *per se* seems a strained one when we consider how the Government has invaded private activities and how sharp is the



demand at this moment for a presidential candidate who can be relied on to go still further in the same direction. The principle involved, however, as that well known individualist, the late President Francis A. Walker, eighteen years ago pointed out, is this: that the line between government functions and those which are not is the line between "services and offices which tend to become monopolies and those which do not," with the corollary that the Government's activity may obtain as to any function in respect to which experience shows public administration to be beneficial to society and productive of an increase of individual activity. In England the public ownership of the telegraph has immensely increased its efficiency and use by the people. As to the effect of such ownership here, we can reason only by analogy. At any rate, public ownership, whether as a principle we like it or not, is crowding itself on us from many directions and so strongly that discussion can no longer be smothered.

### INTERPRETING THE PURE FOOD ACT.

The grain trade has been surprised and disconcerted by the unexpected nature of the interpretation by the Bureau of Chemistry of the Food and Drugs Act as applied to grains; yet the "American Elevator and Grain Trade," in March last, commenting on the recent seizure of the Hall-Baker grain, the climax of a series of seizures of grain in the South and Southeast by Federal and state food inspectors (in some instances identical), in effect warned the trade that seizures might mean the practical obliteration of the authority of state and exchange inspection and the assumption of that function by the "pure food" inspectors. Up to the seizure of the Hall-Baker wheat, it had been generally understood that the legal inspectors' grading certificate would carry grain in interstate commerce under all but extraordinary conditions, as, for example, Commissioner Watson's seizures of "No. 2 Corn," so certificated by two certain markets, the grading of which was, however, manifestly so unfair that even a layman could see it was as rotten as the corn itself. But the Hall-Baker case created a new condition which these interpretations, confirming it, have made it plain is an impossible one.

It is impossible for the reason that, like all iconoclasms, the interpretations destroy one authority sanctioned by half a century of trade usage and substitutes nothing in its place. For in merely setting up a "pure food inspector" in place of a state or exchange inspector acting upon the authority of well understood trade rules, customs and usages, the Bureau of Chemistry replaces the Uniform Grade Rules with no definite standards—merely gives its inspectors the wide authority of seizure under a statute whose verbal standards apply equally as generally to a thousand other commodities of infinite range of character and kind as to grain. And yet, although tying the food inspectors down to no positive particulars as to grain, and recognizing none of the conditions under which the small grains, at least, are grown, the interpretations expressly put into the hands of the food inspectors an authority from which there is no appeal, except to the courts, with notice

that each seizure will be treated as a case apart, action upon which will be influenced by no precedent established by the adjudication of a similar prior case! Truly, the shipper of grain is in the situation conceived by Burke, when, protesting in the "Vindication" to those "initiated in the mysteries of the blind goddess," he exclaimed against the law's quibbles and delays—

I remove my suit; I shift from court to court; I fly from equity to law, and from law to equity; equal uncertainty attends me everywhere; and a mistake in which I had no share decides at once upon my liberty and my property; sending me from the court to a prison, and adjudging my family to beggary and famine, etc.

### THE COUNCIL.

The Council of Grain Exchanges, after two years of activity, still finds consummation of some of its aims impeded by the irritating friction of local self-interest. This is natural enough. "Self-interest, spurred to action by hopes and fears, caused all those disorders amongst men which required the remedy of civil society"; and as the conflicting interests of business men still subsist, the remedy of association is still called for in the endeavor to deal with those who, as Addison said of man in general, have "not enough range of thought to look out for any good which does not relate to their own interest."

Uniformity of exchange rules, even those relating to matters of much moment and of universal concern, is still "a consummation devoutly to be wished," but is waiting for local habit or interest to yield. And yet the past two years show some progress toward a uniformity that ultimately will relieve the shipping trade of the necessity of keeping at its elbows a digest, alike of the exchanges' inspection and trading rules.

The prejudice of the "common people" still hurls itself in anger at the business facilities which the exchange system makes possible; but the Council has widely entered upon a campaign of education rather than one of stubborn defiance of public opinion; and it is reasonable to believe that such influences as Sec'y Pickell's addresses to agricultural college students and other bodies of laymen, explaining the economic functions of the exchanges, ignoring all apologies for their existence, and like addresses by other members of the Council on the same topic before legislative committees, etc., will have a beneficial effect that will be more in evidence in the future than it may seem to be at this moment. Juster views of these public markets, that must come through education, are those that are longest delayed but most permanent when once achieved; and as nothing is more difficult than to remove a prejudice that can be corrected only by thoughtful study of more or less abstract principles, all educational influences are most profitably addressed to the open mind of youth.

It is perhaps unfortunate that the Council acts only by indirection—that its acts are valid only when endorsed by a referendum of the exchanges, for representatives are very likely to be wiser than a democracy, their constituents; but at any rate, the Council system is likely to secure permanency for the reforms the constituent exchanges do adopt on its advice. Its

warrant for existence will appear, therefore, in the future rather than at this moment, when the leaven of Council advice is still to some extent inert through the chill of conflicting opinion as to true local interest.

### STIRRING UP THE FARMERS.

If the American farmer is not by this time convinced that he has been more or less of a failure, it is no fault of the townspeople. However, notwithstanding the source of recent criticism of himself, the farmer may reply in kind, "*tu quoque*," and find no one to dispute him; for one will do no violence to his guessing faculty, if he has no other sanction for his argument, by assuming there are rather more business failures in town than in the country—the true pauper is the product of urban rather than of rural life. And one may say this in spite of the bombast of Senator McCumber, who said some months ago in the N. Y. Independent, in substance, that the farmer does more work and gets less for it than any worker on earth and that all the riches of the cities are so much wealth stolen from the farmer!

On the contrary, the farmer is the pet of the nation—always has been. Uncle Sam gave him most of his land—vast tracts for the taking,—whole states for a nominal price per acre. Uncle Sam runs an immense department for his education and benefit; which is something he does not do for one of the millions of workers in towns, to whom he has given no homes nor shop sites free and none of whom is given a technical education free of charge. The farmer has no right to complain—he has been literally given the earth; and now the towns must needs "chip in" to teach him how to use his acres for the benefit of all the people, as well as himself and his heirs.

The encouraging thing about it is the new attitude of the farmer toward his teachers. He has abandoned to a great extent his old-time "know-it-all-about-farming" attitude; he is now respectful toward the scientific man; and has permitted his eyes to open upon his own shortcomings, which is more than can be said of city workers. The farmer now confesses to a willingness to try to make himself efficient, something "labor" in the city is not willing to do. And so we see all over this broad land the coming day of an agricultural renaissance, which if the self-seeking agricultural press will but keep hands off will come to mean to the farmer thoughtfulness as to his profession and his business relations to the urban activities, that will spell big yields and the income that follows plenty rather than that which is wrung from half-starved millions, who cannot escape needless suffering when the farmer gets his returns in the form of the very high prices caused by scarcity. Scarcity of food may mean wealth for the few, but it is death to many and a lower standard of living for all who labor; and no right-minded farmer can take pleasure in the wealth that comes to him through the sufferings of the poor.

The city man sees this daily suffering caused by scarcity; and that is the reason and the justification for his endeavor to make the farmer see that all that his wealth to be enjoyable must come by giving the masses ample and good and cheap food.



## EDITORIAL MENTION

See to it that so far as possible your farmer patrons plant seed locally grown—it will give better results than outside types.

Seed selection is moving the corn belt northward into North Dakota; it is also loading corn in the middle of the belt so heavily with water it can't be safely marketed for seven to eight months after it is picked. What's the remedy?

Farmers are complaining that their stock get the "blind staggers" eating moldy corn. When they make the discovery, they haul the corn to the elevator; and there are some buyers who pay good money for it and push it along to the next.

Russian experiments in Bessarabia with American seed corn were not successful—of 24 varieties planted in 1911 only five did well; all the others failed to mature. The only real successes by the expert were had with native varieties. Take the hint.

The New York Supreme Court has decided that the railroads must supply grain doors or pay for those furnished by shippers. This has been the general practice of the roads running east out of Chicago, and the decision is of more interest to shippers out of Buffalo than those in the West.

The prevention of fires is doubly a duty every man owes to himself and to others. The excessive losses in this country have made insurance rates abnormally high, have threatened the integrity of insurance capital, and entailed permanent loss on the entire community by the destruction of permanent capital and concrete labor.

St. Louis is again interesting herself in a "barge line" on Mississippi River. At no time since the Civil War has the river business to New Orleans been really profitable and it has become less so as year by year the railroads improved their service. But "hope springs eternal;" and it is a tribute to St. Louis grit that it can be said she is going to try it again.

Farmers' associations continue, from time to time, to resolve against the government donations of free seeds; but it has not yet appeared that any rural congressional district has gone so far as to retire a congressman for the reason that he flooded his district with bum seeds. Not at all. Just like other folks in town, they denounce the graft but never throw aside the seeds when they come to hand.

Mr. Pfarrus of New York in his paper read to the Council said the rainmaker had not yet made good and he thought the chances of his doing so were rather remote. But only a few days later a report came in from Oklahoma City that Prof. Jamieson of the State Normal School had declared he had then recently made a successful experiment at rainmaking by letting loose a quantity of liquid air from a high platform on a foggy morning. His next at-

tempt, he says, will be made from an airship in which he will rise above the clouds before releasing his air, which he expects to condense enough vapor to make rain.

A writer in the F. S. & H. on "why co-operation fails," discloses the secret that "the failures of many of our farmers' elevators we can easily trace to poor management and lack of harmony on the part of the shareholders." Now that's queer; most of us had supposed it was due to Geo. Wells and the late Frank H. Peavey and the failure of the women of the company to serve slabs of mince pie of right dimensions at the annual meetings.

Prof. P. G. Holden is a candidate for the nomination for governor of Iowa; but because the Professor at one time went through the state preaching the gospel of more corn from a car end, accompanied by Geo. Wells, such farmers' elevator men as the Honorable Thomas McManus are casting slurs at him as a man "the farmers are afraid to trust" because forsooth he might not be sound on co-operation." This is farmer gratitude!

Don't treat a bill of lading for grain as you would a mem. bill from the local pie-foundry. Give it as much honor as you would an I. O. U. for \$500 or \$1,000; see that it is legibly and correctly filled out and signed in ink; and when you forward it, see that it goes by the quickest route and is properly endorsed. Don't spoil your reputation as a safe man to do business with by sloppy methods that would ruin the record of a school-boy.

If the real objection to the sale of purified oats is the one that, although the Western shipper properly invoices—"brands"—the oats and the distributor in New England knows what they are but does not tell the consumer, instead of destroying the business of the honest men in the trade, why do not the pure food people go after the real culprits—the retailers who do not "brand" their goods, as they easily might?

The elevator problem now before the Canadian government and one which the West is insistent on, is public ownership of the terminal houses at head of the lakes. The government owned houses in Manitoba have not been able to do as much for the farmers as expected, and public operation has been very much of a disappointment; but that seems to be no reason in the eyes of the farmers why the Dominion government should hesitate to go into the same line of endeavor.

The newspapers at Lafayette, Ind., have been hauling the local grain buyers over the coals for not paying "Chicago prices" for grain. Lafayette for certain purposes enjoys the "Chicago rate"; *ergo*, the grain dealers should pay "Chicago prices." And as they don't, on February 1 a large body of farmers met to "protest." This was bad; and only goes to support the contention made in these columns a month ago, that the best policy is one of frankness and education and the cultivation of the confidence of the local papers, rather than the assumption of an attitude that would justify a local paper in

saying, as one did at Lafayette on February 2, that "one elevator man who had the courage and honesty to attend the meeting," etc. If, as is threatened there, an "independent elevator" company is formed, whose will be the fault when diplomacy and tactful frankness might have done much?

The Illinois "workmen's compensation act" will go into effect on May 1 next. Employers have the option of operating their plants under the law, and it will be some advantage to do so: for those who do not "come in" will find all the old avenues of defense in personal damage actions closed. The "risks" of the business, acts of fellow servants, and so on, will no longer avail. There are enough accidents to employes happening in elevators to make it worth while for owners to investigate the law.

Sec'y Dunn is again agitating the circumambient atmosphere in Iowa. A farmers' elevator association convention is approaching. Not that that is the milk in the coconut for Mr. Dunn; it is only a means. For Mr. Dunn has outgrown the secretaryship of a group of elevator companies whose shareholders have an unfortunate propensity to kick and enquire. He has higher game in view—no less the executive mansion at Des Moines; and he sure enough ought to get there if it be true, as one rhapsodical admirer declares of him, that he "has all the characteristics of Abraham Lincoln"—and then some. Mr. Dunn, therefore, will resign at Fort Dodge today, and there will be a beautiful scramble for his empty shoes.

The Grain Dealers' Fire Ins. Co. has made a report of causes of the 379 fires the company has paid losses on account of in the past nine years, that is an interesting study. "Rough Notes" put it in this way: "In that time 51.9 per cent of the fires occurred in plants using gasoline power, 39.8 per cent where steam power was used, 2.3 per cent where electricity was used. The causes of all fires were as follows: Lightning, 107; locomotive sparks, 65; unknown, 41; friction, 38; outside exposure, 34; origin in power or cob house, 31; miscellaneous, 14; spontaneous combustion, 13; supposed incendiary, 11; overheated stove and defective stovepipe, 9; tramps, 7; leaky supply pipe, 5; exhaust pipe, 4." Yet the lightning rod agent would likely starve to death in a community of elevator men.

Herman A. Metz is a rather pessimistic former comptroller of New York City, who at a recent dinner of manufacturers' representatives, referred to Dr. Wiley of the Bureau of Chemistry as a "result" and not a "cause"—a "result of business men's tardiness to assert themselves and prevent the passage of absurd and over-exacting laws." This is hardly a true diagnosis. The pure food law is popular because it is in the main just and righteous; but we believe that the law can be defeated of its righteous purpose and brought into disrespect by straining its provisions to cover natural products that the framers of the law, it may safely be said, never contemplated would be affected by it. The law is thus caused to work unreasonable restrictions on commerce and trade in raw materials, such



as grain, that are wholly unnecessary for the protection of the consumer and are ruinous to the producer.

The insurance companies have solved the Gordian knot of Bureau of Chemistry dislike to salvage grain. They simply abandon the salvage, pay the loss and raise the rates on the elevators still standing and the grain in them.

Out California-way recently there was burned a warehouse in which it was claimed by the insured there were 30,000 bushels of barley in sacks; yet the adjusters could not find in the debris a single indication there had ever been a sack of barley on the premises. Is it necessary to send for Burns?

More than one shipper out of Chicago has been sending forward, from time to time, into the South and Southeast grain invoiced only by description and not by certificate. Such procedure would not of course save the grain from seizure by the pure food agents, but it would probably save the shipper from prosecution criminally for "misbranding." Would "cool and sweet" only answer the same purpose?

A congressman has introduced a bill providing for a clear space of 6 ft. 11 in. between buildings, etc., along the right of way of railroads and center of the standard gauge tracks. The object of this law does not quite appear; but Sec'y Wells, who has taken the trouble to enquire, finds the enactment of such a law would cost grain elevator men and others a very large amount of money to move their buildings or rebuild them to comply with such a law.

The most interesting feature to shippers embodied in the Bristow Panama Canal toll bill is Sec. 6, specifying that "all routes through the Canal from ports of the United States to interior points in the United States shall be deemed 'through routes,' and the rates on such routes shall be under the jurisdiction of the Interstate Commerce Commission. The Commission is to be authorized to fix the rates on these routes and also the division of such rates between carriers. In every respect the form of procedure is to be the same as that under the act to regulate commerce." As the influence of the Canal on transcontinental rates is likely to be of more moment to Americans than its effect on foreign rates, this control by the Commerce Commission has an important significance.

The House committee on commerce has before it a bill to create a "bureau of markets"—a scheme invented by Rep. Webb of North Carolina. Mr. Webb apparently has never heard of a grain exchange, although he may have heard of the Elgin Butter Board; and so he proposes to establish a "bureau" that will "study the economic conditions of supply and demand that will enable the farmers to dispose of their products to the best advantage, equalize the distribution and assist the consumers in getting a sufficient amount of the products desired." Mr. Brooks of the Farmers' Union, telling the committee all about it, explained that "at present the consumers are paying too much for products and the farmers are getting too little," and all because the farmer doesn't know

about the state of the markets! He said that at present when a farmer desires to sell a commodity he goes to a buyer and asks what he will give for it; but with the information gathered and disseminated by a bureau of markets this farmer could instead go to the buyer and put his own price on his commodities. And Mr. Brooks really believes this.

The alarm at the condition of seed corn is a genuine one this season and no cry of "Wolf! Wolf!" It is heard in all parts of the corn belt. Tested seed is very scarce, and reliance by many will have to be on crib stocks. These, needless to say, must be carefully tested before planting, and it should be done now. Elevator men may serve themselves well by taking a hand in this work personally; for in every community of farmers there will be found a large percentage who will not help themselves, but depend on luck to help them out of this ditch.

It is not a fact that the pure food laws have reduced the "cost of living"; rather the contrary. Obviously, the penalizing of substitutes must reduce the volume of consumable products. The people no doubt have now better and more wholesome food products and safer drugs, but all these advantages must be paid for. Sophistication would never take place unless there were a commercial reason for it; and it assuredly originated, in the press of competition, in the aim to reduce the cost of the article in question and hence the selling price, or else to make salable a product which without some manipulation would not be saleable though not necessarily unwholesome in itself, like coloring oleomargarine, or even butter itself, now forbidden in some states.

The day of supersaturated corn as an article of commerce is drawing to a close. The railroads cannot much longer be expected to handle this grain and run the risk of claims for damages by the stuff going wrong with a rise in temperature while it is in transit, except on the basis of better rates; while the danger of seizure if it does go wrong will always be imminent. The trade must return to the older practice of permitting the corn to cure before handling it. The current practice is but another form of expressing in this trade the modern man's desire to "get-rich quickly" and his willingness to take immoderate risks to do so. This means waste that, if continued under conditions likely to obtain hereafter, will more than offset any economic gains the hoped for "agricultural renaissance" is likely to give to the country.

Criticism of the Buenos Ayres market by traders in the United States, particularly in Chicago, relative to the smallness of that market and the undue importance attached to the daily price changes there, brings forth a recent cable from Broomhall quoted by the Inter-Ocean, in which he says, "The average daily trade amounts to 160,000 bushels and the yearly average attendance 200 active members. When I was in Buenos Ayres twelve months ago they were doing about two-thirds of the quantity of wheat that Liverpool transacts daily. I am of the opinion, moreover, that the business done, small as it is, faithfully reflects the tone of the market. I think this has been proved by the

actual gain in prices since the beginning of trading this season in wheat." Yet the Corn Trade News of January 16 quotes from the Buenos Ayres Herald an article by the financial editor to show that a few big houses actually control the entire movement of the grain and shape it as they will, the more so because there is little or no provision in the country, either by elevators or financial facilities, for the retention of grain in the country for delivery at distant option months; it must go abroad quickly at "prices to sell."

The Bundesrath has reduced to three months the life of import certificates, showing duties paid, which have been available for use by German grain exporters. In practice the certificates yielded an actual export bounty that robbed the home consumer of all the best grain and flour of the country and made the German an unfair competitor of our own exporters. The consul adds that, "The whole grain-certificate system has been much criticized, and it is now being urged that it be still further restricted, so that the certificates may be valid for payment of import duties only for grain of the same kind as that exported. At present the certificates are accepted in payment of the duties on any kind of grain, flour, or pulse imported, without regard to the kind on which the certificates have been issued."

The pure food interpretations met with a quick response in Indiana where the country dealers, although not as immediately concerned as to the penalties of "misbranding" their shipments as those who use inspectors' certificates, are quite well aware that the burden of the interpretation is going to fall on them and their farmer patrons. The practical elimination of all off-grade stuff likely to go wrong in movement or that needs cleaning to pass the pure food men, would cut a big hole in the country elevator man's business and send a pile of grain back to the farm as unmerchantable except at a big discount. It will do the trade no harm to let the farmers know this as quickly as possible; for the enforcement of the interpretation means much more careful buying than the farmers have been used to for many years, if ever before.

W. A. Thompson of Louisville, representing the distillers of Kentucky, is promoting a bill to repeal the duties on grain on behalf of the South. He says:

The distillers of Kentucky, also a number of the large consumptive buyers of grain in the South, are about to appeal to Congress, requesting the removal of duty on all grain commodities.

It has become clearly evident to the consumers of grain, and others who have given this matter thought, that some steps must be taken by Congress to stop this manipulation of values by a few gamblers and wire houses in Chicago.

The relations of this question to the enhanced cost of living is not generally understood by the public, but it is the fundamental cause of the advance in many of the most important necessities of life.

Considering the amount of corn the Pure Food Board are likely to dump on the distillers, in addition to what they can buy on their own account, one is not inclined to worry much on account of the tariff and the increased cost of living for the reasons Mr. Thompson adduces.



## TRADE NOTES

The Wolf Company of Chambersburg, Pa., is sending out a fine large wall calendar for 1912 to the trade. The photograph shows, in the center, a fine view of the Wolf works at Chambersburg with four notable Wolf machines arranged at either side, making a handsome and effective arrangement.

H. H. Kress, advertising manager for the Jeffrey Manufacturing Co., Columbus, O., was the principal speaker before the last monthly dinner and meeting of the Chicago Trade Press Association. Mr. Kress gave an interesting talk on "Front Cover Space," and "Special Issues." A general discussion followed the address.

The Weller Mfg. Co. has the work well started on their new plant in construction at 44th avenue and Cortland street, Cragin, a northwestern Chicago suburb. The sheet metal, conveyor and bucket shop building will be completed May 1, and will be at once occupied. The building is a steel structure 175 x 250 feet, and will be a modern manufacturing plant in all respects.

The Nordyke & Marmon Co. of Indianapolis, Ind., had an exceptionally well displayed line of their "Marmon" cars at the Chicago Automobile Show held in the Coliseum Building at the close of last month. It was located at the left of the main entrance and the great popularity of the "Marmon" car has attained was shown by the number of interested people constantly at this booth.

The Burrell Engineering & Construction Co., of Chicago, which built an unusually large number of grain elevators the past season has, figuratively speaking, built new offices for themselves the past month. Having outgrown their old quarters in the Stock Exchange Building they have fitted up new offices in rooms 1001 to 1004 of the same building. The rooms are large and light, with more space for the force of draftsmen and private offices for the president of the company, G. T. Burrell, and for the cashier and bookkeepers.

In addition to building grain elevators, the Minneapolis Steel & Machinery Co., of Minneapolis, Minn., as is well known, is a large manufacturer of gas and gasoline engines ranging from the 4 to 50 horsepower stationary or portable to the Muenzel Gas & Gas Power Producers of maximum horsepower. A recent catalogue is devoted to their Twin City 40 Gas Tractor. The engine is fully illustrated and described in the catalogue of 32 pages and all parts are also shown. In the closing pages a number of recent testimonials commend the work of the engine.

One of the handy devices about the elevator is the "Climax" Scoop-Truck manufactured by the Detroit Scoop-Truck Company of Detroit, Mich. It is advertised in this issue and is designed to increase from six to ten fold the efficiency of a man in unloading grain, coal or similar bulk freight from the ends of box cars to wagon, bin or hopper and in moving such material wherever it can discharge its load at the floor level or from an inclined run board rising two or three feet above the floor level. When once used it will be found one of the handiest tools about the elevator.

An announcement that will interest our readers comes from the Huntley Manufacturing Co. of Silver Creek, N. Y. This firm has now about ready for the press their new catalogue No. 45 which they write will be the largest and most condensed catalogue ever issued by any manufacturer treating exclusively with the requirements of the elevator, warehouse and seed house in cleaning separating and grading work of all kinds. It will tell in a plain, condensed manner the "whys and the wherefores" in new modern machinery for handling all kinds of grain, seed, flax, pea and bean separating, cleaning and grading problems. Those who are acquainted with this Silver Creek firm know that their performances are greater than their promises so every one who desires to study and become acquainted with scientific and economical grain and seed cleaning and grading methods of the most modern kind, such as have been adopted and are in daily prac-

tice by a majority of our largest and most progressive concerns in these various lines of trade, should send to the Huntley Manufacturing Co. for a copy of the new book. It will be sent free of charge, postage paid, to all parties requesting it.

John S. Metcalf Co., Limited, Montreal and Chicago, have just been awarded a contract by the Canadian Pacific Railway Company, for a reinforced concrete storage addition to their elevator at Port McNicholl, Ont. The capacity of the additional storage will be 2,000,000 bushels, and the estimated cost together with the additions to the wharf work to enable the traveling marine towers to reach the new storage, is approximately \$350,000. The new work is an addition to the 2,000,000 bushel working and storage elevator completed by the above company for the Canadian Pacific Railway Company at Port McNicholl a little over a year ago.

At the last meeting of the National Gas Engine Association there were taken a number of steps leading to constructive work for the betterment of the trade. Among these was the appointment of a committee on publicity to secure, compile and publish information or data that would instruct the general user of gas or gasoline engines and help to disseminate educational literature on the subject. President Parker has appointed this committee as follows: H. W. Jones, Chicago, chairman; Prof. P. S. Rose, Madison, Wis., and Mr. H. F. Smith, Lexington, O. These gentlemen are acquainted with the various factors entering into the gas-engine business, and are well qualified for the work of this most important committee.

The Barnard & Leas Mfg. Co. of Moline, Ill., met with the loss of almost their entire plant by fire the night of February 6. The buildings that escaped the flames were the foundry, office, a warehouse, lumber yard and other outlying buildings. The loss was estimated at from one-quarter to half a million dollars, and \$217,500 of the loss was covered by insurance. The company will rebuild at once. In the meantime they have secured temporary quarters and will continue the business without interruption. All their patterns were saved. The new plant will be modern in every way in point of construction, and with modern tools and equipment. The business of the Barnard & Leas Mfg. Co. was started in 1860, and it was one of the oldest manufacturing concerns in Moline. The capital stock is \$300,000 and officers are W. C. Bennett, president; C. A. Barnard, vice-president; Thomas E. Casady, secretary and treasurer; H. S. Hansen, assistant secretary and treasurer.

### "MEL" MILLER DEAD.

The grain trade of Ohio and his many friends there and elsewhere, in and out of the trade, were shocked and distressed on January 22 to learn of the death that day of Melville W. Miller of Piqua, Ohio, president of the Ohio Grain Dealers' Association and one of the representative men of his city and part of Ohio. Mr. Miller, about a week or ten days before his death, contracted a cold from exposure, and about the 19th or 20th pneumonia developed, from which he died a little before noon on the 22nd. He leaves surviving him a widow and two sons, youths.

Mr. Miller was born at Carey, Wyandotte Co., Ohio, in 1868, but at the age of four years was removed by his parents to Monroe, Mich., where he grew to manhood. He began his business life as a grocery clerk and after some business experience in Monroe went to Detroit, where he became connected with the Standard Insurance Company, with which he was identified for seven years. He then went to Piqua and for some years was in the grain business in connection with the Eagle Mills. Subsequently in partnership with his brother-in-law, George Harvey, he started the Champion Feed Mills, which they operated for ten years. In 1901, Mr. Miller entered into partnership with Mr. Spencer, under the firm name of Spencer & Miller, later the Spencer-Miller Co. They operated an elevator in Piqua and another located three miles south of Piqua, doing at both stations a large business.

Mr. Miller took an active interest in the social and fraternal life of Piqua as well as in the M. E. Church there, where he served for some time in the capacity of secretary of the official board. He was an Odd Fellow, Maccabee and Mason. In the latter fraternity he belonged to the Warren Lodge and Piqua Chapter, being past master of the former and high priest of the latter. Socially he was connected with the Cosmopolitan club. On January 1 he took his seat as a member of the City Council, to which he was elected to represent the third ward in last November—a career of usefulness to the city of Piqua that was closed at its very threshold.

Needless to say, Mr. Miller was highly regarded by grain dealers wherever he was known. When the Piqua Association was formed he was made secretary, from which office he was advanced by unanimous consent to be president of the state association. The latter body, through its directory, on receiving the news of Mr. Miller's death, expressed its sorrow and regret by means of the following preamble and resolution signed by Vice-



THE LATE MELVILLE W. MILLER.

President (now President) E. C. Eichenberry of Camden and Sec'y J. C. McCord of Columbus:

Whereas, In the Providence of Almighty God, the Author of our being, in whose hands rest the issues of life and death, Melville W. Miller, the honored President of our Association, was called from us to his final reward on the 22nd day of January, 1912; and

Whereas, We realize that by the death of Mr. Miller the Association loses one of its strongest supports, one whom every individual member had come to admire, love and respect as a friend and brother for his qualities of kindness, his interest in the welfare and success of all with whom he came in contact, his love of right as between man and man, and his loyalty and unselfish devotion to the best interests of the Association at all times, whether working in the ranks or occupying official position; and

Whereas, We realize that the great loss sustained by the Association on account of the death of our brother and the sorrow which it brings to the hearts of all of us are as nothing, compared with the sorrow and grief so suddenly brought to the hearts of his devoted wife and family which can be understood only by those who have had similar experience;

Resolved, That the officers and members of the Association express to the stricken wife and family of our departed brother our deepest and most profound sympathy for them in their bereavement; and also our heartfelt sympathy for Mr. Daniel Spencer, the lifelong friend of the deceased and his partner in business, and that a copy of these expressions of sympathy and sorrow be sent to the family and to Mr. Daniel Spencer.

The Kansas Grain Inspection Department, owing to diversion of its earning into escrow by a law suit, is "done gone broke," and by the middle of January owed over \$4,000 with no cash on hand.



MISSOURI SNOW IN VENTURA, CALIF.

The Ventura (Cal.) Free Press tells the significant story of how snow that fell in Missouri was used for a snow-ball game in Ventura. It happened—"just happened"—in this way:

A car of shelled corn was loaded somewhere in the hog and hominy state for the Southern Pacific Milling Co. in Ventura and from all appearances must have been loaded in the midst of one of those blizzards we were reading about several weeks ago.

There was so much snow in the car and mixed with the corn that the men employed at the unloading found it necessary to use picks and crowbars in order to get the solid mass of stuff broken up so that it might be handled.

Besides the solid snow and ice there was a drift or two of loose snow on top of the corn and the men stole enough time from their work to roll up a few fine, old-fashioned snowballs and fire them at the railroad men, draymen and others who happened to be passing.

And all the time the S. P. Milling Co. employees were engaged at unloading, snowballing, saying things about Missouri, etc., they were in their thinnest clothing and perspiring like sin, for this, as well as other days in this town, was a warm one.

And just across the track there were trees in full leaf, roses blooming, humming birds humming, mocking birds mocking and tree frogs treeing. Even the snow and ice were wilted with astonishment when taken from the car to learn that though in winter they were in the midst of summer; that they were in the land of sunshine and flowers. One breath of the delightful Ventura atmosphere and they were perfectly willing to fade away—to return to the elements from which they came.

EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of December, 1911, and for the twelve months ending with December, 1911, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	DEC. 1911		TWELVE MONTHS ENDING DEC.	
	1910	1911	1910	1911
<b>Exports—</b>				
Barley, bu.....	1,365,564	3,844	8,262,961	3,555,136
Buckwheat, bu.....	52		64,049	40
Corn, bu.....	5,206,048	5,043,038	42,642,961	61,572,963
Corn Meal, bbls.....	35,616	44,128	344,812	490,130
Oats, bu.....	81,994	147,904	1,931,185	2,125,968
Oatmeal, lbs.....	3,182,730	691,072	16,234,395	28,294,862
Rice, lbs.....	608,442	1,734,022	8,765,361	36,462,472
Rye, bu.....	427	536	18,636	5,444
Rye Flour, bbls.....	450	326	5,397	4,332
Wheat, bu.....	3,408,641	3,083,555	24,257,392	32,668,615
Wheat Flour, bbls.....	1,029,836	1,089,425	8,370,201	1,259,030
Bran, Millfeed, etc., tons.....	4,249	12,850	49,605	108,032
Dried Grains, etc. tons	4,668	3,786	68,107	77,659
Rice bran and polish, lbs.....	1,647,603	2,009,560	14,382,140	10,433,622
Total Breadstuffs.....	\$12,401,366	\$12,397,350	\$109,093,659	\$135,860,349
Glucose and Grape Sugar, lbs.....	14,366,615	16,473,164	170,932,026	191,893,077
Hay, tons.....	5,178	7,625	54,995	55,301
Oil Cake and Oil-Cake Meal—				
Corn, lbs.....	6,089,416	8,563,913	66,316,021	80,992,203
Cotton Seed.....	136,474,063	179,084,319	739,376,565	1,031,377,595
Flaxseed or Linseed lbs.....	63,070,463	67,315,427	655,808,089	526,059,127
<b>Vegetable Oils—</b>				
Corn, lbs.....	2,307,845	2,032,536	14,170,708	28,652,198
Cotton Seed, lbs.....	28,744,718	68,211,964	176,688,961	322,527,042
Linseed, gals.....	12,297	17,101	166,685	199,494
Clover Seed, lbs.....	484,956	68,167	4,758,406	2,407,145
Timothy Seed, lbs.....	500,899	312,175	18,044,488	7,893,121
Cotton Seed, lbs.....	1,966,627	10,758,854	19,305,943	39,120,788
Flax Seed, bu.....	14	41	4,274	941
Other Grass Seed, val.	\$71,755	\$156,681	\$521,609	\$591,146
Beans, etc., bu.....	35,929	48,140	331,751	337,318
<b>Imports—</b>				
Corn, bu., since July 1, 1911.....		4,961		11,233
Oats, bu.....	12,625	11,652	754,466	100,271
Wheat, bu.....	1,078	347,365	144,375	1,383,747
Wheat Flour, bbls.....	16,639	10,136	189,292	119,491
Rice, lbs., January to June.....				43,731,904
Uncleaned, including paddy, lbs.....	6,008,209	3,554,324	83,242,515	21,993,682
Cleaned, lbs.....		1,905,824		7,335,716
Rice, Flour, Meal, etc. lbs.....	9,654,588	8,913,394	141,583,839	121,202,080
Hay, tons, since July 1.....		67,598		318,217
Castor Beans, bu.....	80,106	23,408	596,126	855,899
Clover Seed, lbs.....	2,522,092	4,363,141	17,505,279	28,927,119
Other Grass Seeds, lbs.....		2,096,314		12,094,059
Flax Seed, bu.....	1,763,238	304,971	9,158,779	7,480,115
Beans, etc., bu.....	139,120	53,944	1,032,252	850,176

EXPORTS OF FOREIGN MERCHANDISE.

Oats, bu.....		3,750	52,304	9,600
Rice, lbs., January to June.....				3,497,052
Uncleaned, including paddy, lbs.....				
Cleaned, lbs.....	415,519	420,100	6,365,616	4,132,398
Rice Flour, etc., lbs.....	281		12,232	16,571
Wheat, bu.....			132,182	20
Wheat Flour, bbls.....			31	41
Flax Seed, bu.....				21,919
Clover Seed, lbs.....			5,950	88,040
Other Seeds, lbs.....	343	741	7,583	5,613
Beans, bu.....	1,337	583	22,440	22,184

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain etc., at leading receiving and shipping points in the United States for the month of January, 1912:

**BALTIMORE**—Reported by Jos. B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	453,812	142,724	310,445	254,815
Corn, bushels.....	3,745,438	3,129,145	3,130,571	1,566,703
Oats, bushels.....	156,645	350,922	184	
Barley, bushels.....		4,672		
Rye, bushels.....	37,730	52,026		
Timothy Seed, bus.....				
Clover Seed, bus.....	2,353	532		346
Hay, tons.....	6,064	5,129	1,246	1,183
Flour, barrels.....	137,547	171,046	64,162	48,215

**BOSTON**—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Flour, barrels.....	156,926	156,866	30,243	49,839
Wheat, bushels.....	181,569	173,472	404,961	150,760
Corn, bushels.....	653,115	1,585,330	477,817	1,009,545
Oats, bushels.....	372,252	452,407	32,339	60
Rye, bushels.....	1,100	3,065		
Barley, bushels.....	4,565	9,054		
Flaxseed, bushels.....				
Peas, bushels.....	10,682	2,214		
Millfeed, tons.....	825	926	57	10
Corn Meal, barrels.....	3,990	2,810	2,153	1,241
Oat Meal, cases.....	4,170	30,228	428	19,600
Oat Meal, sacks.....	46,421	20,620	14,207	4,550
Hay, tons.....	11,880	12,420	1,345	2,292

**CHICAGO**—Reported by George F. Stone, Secretary of the Board of Trade.

Wheat, bushels.....	562,900	774,100	1,089,900	943,300
Corn, bushels.....	12,914,350	12,744,700	5,853,100	8,540,950
Oats, bushels.....	5,241,600	8,859,700	4,561,500	7,926,000
Barley, bushels.....	1,887,300	2,048,500	297,600	1,035,600
Rye, bushels.....	159,000	105,500	87,400	129,500
Timothy Seed, lbs.....	791,700	1,311,100	481,900	2,078,400
Clover Seed, lbs.....	330,900	94,400	426,100	480,300
Other Grass Seeds, lbs.....	805,100	767,400	1,647,900	1,389,800
Flax Seed, bushels.....	175,000	49,500	63,000	11,300
Broom Corn, lbs.....	383,900	1,078,600	481,100	1,002,700
Hay, tons.....	32,039	19,673	3,055	1,498
Flour, barrels.....	423,894	419,442	230,810	301,613

**CINCINNATI**—Reported by W. C. Culkins, Superintendent of the Chamber of Commerce.

Wheat, bushels.....	160,384	411,536	172,163	422,034
Corn, bushels.....	1,284,168	908,110	784,054	671,850
Oats, bushels.....	306,250	477,822	195,750	427,934
Barley, bushels.....	45,280	100,380	11,721	4
Rye, bushels.....	105,816	122,330	41,008	57,000
Timothy Seed, 100 lb. bgs.....	1,524	1,687	781	2,351
Clover Seed,.....	1,983	4,022	3,066	5,233
Other Grass Seed.....	21,174	8,557	11,941	4,923
Flax Seed, bushels.....	20	28	8	
Broom Corn, lbs.....	1,986	143,717	600	
Hay, tons.....	13,866	14,208	9,228	12,536
Flour, bbls.....	91,082	129,313	52,953	77,480

**DETROIT**—Reported by F. W. Waring, Secretary of the Board of Trade.

Wheat, bushels.....	97,738	141,176	15,927	6,339
Corn, bushels.....	437,228	590,320	269,638	144,822
Oats, bushels.....	261,675	219,226	60,137	8,642
Barley, bushels.....	19,838	111,630		
Rye, bushels.....	5,600	48,970	20,260	39,521
Flour, barrels.....	17,884	18,715	16,425	17,778

**KANSAS CITY, MO.**—Reported by E. D. Bigelow, Secretary of Board of Trade.

Wheat, bushels.....	1,069,200	2,022,000	1,149,600	1,341,600
Corn, bushels.....	2,934,000	1,650,000	1,724,400	1,198,800
Oats, bushels.....	510,000	368,900	588,200	508,300
Rye, bushels.....	3,300	3,300		3,300
Barley, bushels.....	19,600	42,000	30,800	40,600
Kaffir Corn, bushels.....	207,143	224,107	201,786	194,643
Flax Seed, bushels.....	1,000	1,000		1,000
Bran, tons.....	460	1,380	4,660	6,540
Hay, tons.....	39,840	30,828	4,260	10,356
Flour, barrels.....	17,000	9,000	109,750	132,750

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Wheat, bushels.....	344,400	424,880	76,442	371,946
Corn, bushels.....	564,170	838,460	430,625	878,702
Oats, bushels.....	599,600	1,055,600	613,150	1,501,665
Barley, bushels.....	954,200	1,276,600	289,675	661,336
Rye, bushels.....	311,680	104,060	239,990	133,380
Flax Seed, bushels.....	66,000		6,135	
Hay, tons.....	3,924	3,919	336	396
Flour, bbls.....	253,500	193,445	315,129	319,145

**MINNEAPOLIS**—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Wheat, bushels.....	8,101,510	8,088,870	1,591,630	1,347,550
Corn, bushels.....	581,130	1,155,500	282,500	580,100
Oats, bushels.....	954,680	959,400	988,160	1,021,020
Barley, bushels.....	1,266,800	1,532,110	1,208,000	1,112,650
Rye, bushels.....	134,500	126,020	79,490	45,760
Flax Seed, bushels.....	530,790	237,710	141,710	26,210
Hay, tons.....	6,910	4,300	2,780	3,350
Flour, bbls.....	54,025	38,693	1,386,413	1,225,186

**MONTREAL, QUEBEC, CANADA**—Reported by George Hadrill, Secretary of the Board of Trade.

Wheat, bushels.....	96,414	115,410	39,080	1,755
Corn, bushels.....	10,864	41,753	3,767	4,480
Oats, bushels.....	181,126	104,253	77,074	108,366
Barley, bushels.....	55,136	44,968	12,530	1,250
Rye, bushels.....	1,250			
Flax Seed, bushels.....	61,565	31,448		
Flour, sacks.....	52,114	25,759	36,599	41,024

**NEW YORK**—Reported by H. Heinzer, Statistician of the Produce Exchange.

Wheat, bushels.....	530,400		2,082,596	
Corn, bushels.....	1,845,000		1,692,743	
Oats, bushels.....	1,354,200		84,693	
Barley, bushels.....	1,085,919		8,396	
Rye, bushels.....	2,300			
Timothy Seed, lbs.....			bgs. 782	
Clover Seed, lbs.....			bgs. 4,861	
Other Grass Seed, lbs.....				
Flax Seed bushels.....	538,196			
Hay, tons.....	20,160		bls. 14,103	
Flour, bbls.....	535,759		293,821	

**OMAHA**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange.

Wheat, bushels.....	824,400	1,152,000	604,000	695,000
Corn, bushels.....	2,467,200	2,395,200	1,338,000	1,200,000
Oats, bushels.....	748,000	1,045,500	957,000	1,101,000
Barley, bushels.....	208,600	257,600	27,000	60,000
Rye, bushels.....	3,300	9,900	3,000	11,000

**PEORIA**—Reported by John R. Loigren, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	48,035	55,733	38,358	39,000
Corn, bushels.....	2,845,735	2,084,098	2,085,829	1,767,394
Oats, bushels.....	450,600	438,400	885,954	545,150
Barley, bushels.....	156,000	256,800	53,642	124,094
Rye, bushels.....	22,000	30,800	19,600	16,995
Mill Feed, tons.....	5,119	3,202	9,575	5,195
Spirits and Liquors, bbls.....	10,694	8,325	52,376	49,038
Syrups and Glucose, bbls.....	1,800	2,990	5,910	4,422
Seeds, lbs.....		90,000	30,000	270,000
Broom Corn, lbs.....	15,000	90,000	75,000	120,000
Hay, tons.....	2,720	2,680	1,069	1,209
Flour, bbls.....	180,309	214,372	178,154	237,855

**PHILADELPHIA**—Reported by Frank E. Marshall, Secretary of the Commercial Exchange.



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

C. F. Meyer opened his elevator at Frankfort, Ill., about January 19.

Hutchin Kirk has been adding new machinery to his elevator at Bondville, Ill.

Paul Poorman has bought the elevator of J. M. Ernst at Humboldt, Ill., paying \$10,000.

Isaac Marks has purchased and is installing new machinery in his elevator at Troy Grove, Ill.

The Kaneville Grain and Supply Co., Kaneville, Ill., has increased its capital stock from \$15,000 to \$25,000.

James Mathews will equip his elevator at Round Grove, Ill., with a Hall Signaling Non-Mixing Grain Distributor.

The farmers at Annawan, Ill., will run a bank as well as an elevator as soon as plans can be perfected and a charter secured.

Farmers about Atkinson, Ill., are agitating for a farmers' elevator company. The company proposes to handle coal and grain at the start.

E. S. Phelps has sold his elevator at Cissna Park, Ill., to Thomas Payne of Fairbury, Ill., and has returned to his home at Assumpsit, Ill.

The Farmers' Union Elevator of Browns, Ill., has been incorporated with a capital stock of \$5,000, by J. A. Messman, C. F. Hoover and G. A. Kramer.

F. D. Voris & Sons Company of Neoga, Ill., has been incorporated for \$10,000, to deal in grain and produce, by F. D. Voris, L. M. Voris, and L. K. Voris.

G. W. Bane & Son have sold their elevator at Ellsworth, Ill., to Tobias Bane, who took possession January 30. The consideration was not made public.

The Green Oak Farmers' Elevator Co. of Green Oak, Ill., has been incorporated with a capital stock of \$4,000 by Charles D. Carlon, James Donnelly and T. J. Vickery.

George W. Cole has sold his elevator at Bushnell, Ill., to George Long, owner of the Hendee Elevator, which burned September 2. Mr. Long took possession January 22.

The Central Grain, Lumber and Supply Co. of Kendall County, Ill., has been incorporated with a capital stock of \$10,000, by Jay Widney, C. E. Fletcher, and J. L. Shufelt.

The Farmers' Grain Company of Henning, Ill., has been incorporated with a capital stock of \$10,000, by L. D. Lane, Peter Vandervoort, G. R. Hoskins, F. E. Renz, and T. E. Matthews.

Farmers about Seymour, Ill., are planning to form a co-operative elevator company. They will probably build an elevator on the electric railroad, the Illinois Traction System line.

The Eureka Farmers' Elevator Co. is being organized at Eureka, Ill. The company will be incorporated soon with \$15,000 capital stock. Edward Darst is chairman of the committee.

The elevator at Fairfield, Ill., has been forced to build several new corn cribs on account of the increased business. It is expected that the elevator will have to be enlarged next season.

The Meadows Grain & Coal Co. has been incorporated at Meadows, Ill., to deal in coal, grain and other merchandise. The capital stock is \$12,100, and the incorporators are John Streid, Andrew Bailor and Emanuel Oyer.

The receiver of the Galesville Grain Co., Galesville, Ill., has sold the property to Hayes Brothers of Galesville for \$1,650. By this sale the receiver will be able to pay the creditors of the company 100 cents on the dollar. Hayes Brothers have taken over the elevator.

E. D. Risser of Kankakee, Ill., has bought the Claudon Elevator at Ludlow, Ill., from Daniel Claudon. M. S. Filson of Paxton, Ill., will manage the elevator for Mr. Risser, who was formerly in the grain business at Ludlow. Mr. Claudon intends to locate in Ohio.

Stockholders of the El Paso Elevator Co., residing in Kappa and Panola, Ill., have petitioned for the establishment of elevators at those two points. The company will find out how much additional stock can be disposed of in the two towns, and if the additional outlay is guaranteed will proceed to erect the elevators.

The Joliet Grain Co., Joliet, Ill., composed of about 200 farmers of Troy, Jackson and Manhattan, has been organized, with a capital stock of \$20,000. Joseph Tehle has been elected president, Arthur Relf vice president, E. J. Conley secretary and John McDonald treasurer. The company has a 20-year lease from the Chicago & Alton Railroad on some land in Joliet and will build an elevator at once. The size of the elevator has not yet been decided upon. Paul Murphy of Troy will be the manager.

The Haldane Farmers' Elevator Co. has filed articles of incorporation, Haldene, Ill. The company is capitalized for \$6,000, and was incorporated by H. H. Newcomer, J. W. Kitzmiller and L. F. Rowland.

Myers Brothers have sold their grain, coal and lumber business at Orangeville, Ill., to a new firm composed of N. A. Rote, Alvin Rote, and John Neuschwander. The firm will take possession March 1. The new firm has incorporated as the Orangeville Lumber Co., with a capital stock of \$20,000. They will deal in grain, seeds, lumber and coal.

Secretary Strong of the Illinois Grain Dealers' Association reports the following changes: Turners Grain and Commission Co., Morton, Ill., to Farmers' Grain and Commission Co.; P. B. & C. C. Miles to Morton, Ill., post office Peoria; S. M. Woodrow & Co., at Crossville, Ill., and not Calvin, Ill.; Vandalia R. R. at Maroa, Ill., to the Duvall Grain Co.; Allshouse & Knappenberg, Sciota, Ill., to Allshouse & Co.; and B. L. Christy, Burgess, Ill., post office Viola, to Center Lumber Co.

## MINNESOTA AND WISCONSIN.

A farmers' elevator company is being organized at Erskine, Minn.

The Monarch Elevator at Melrose, Minn., will be rebuilt in the spring.

Walter F. Dewald is installing a new engine in the elevator at Ruskin, Minn.

Farmers near Strathcona, Minn., are planning to build an elevator in the spring.

The New Prairie Elevator, New Prairie, Minn., was opened for business January 20.

C. A. Finsterwald has sold his elevator at Marion, Wis., to the Potratz & Fuchs Co., for \$4,500.

The Farmers' Elevator Company of Redwood Falls, Minn., is planning to handle farm machinery.

A new elevator will be built at Cainville Center, Wis., in the spring. The site has been selected.

The farmers about Winger, Minn., are agitating for a co-operative company. Some stock has been subscribed already.

The Farmers' Elevator Co. of Pine Island, Minn., will erect a large modern grain elevator at Pine Island in the spring.

Work will be started on the new elevator for the Todd Grain Co. at Pemberton, Minn., as soon as the weather moderates.

The Kilkenny Grain Co., Kilkenny, Minn., is installing a feed mill at its new elevator and will be grinding within a short time.

The newly organized mill company at Elmore, Minn., plans the erection of an elevator at Elmore before the next crop is harvested.

The new potato and grain warehouse at Forada, Minn., is to be located between the two line elevators. Work will commence when the weather permits.

The Western Fire Appliance Works of Chicago are installing an automatic hot journal alarm system in the Milwaukee elevator at Minneapolis, Minn.

E. M. Hanson & Co. have bought the elevator at Stewart, Minn., from E. E. Sugden, for \$3,000. They have been leasing the elevator for the past few years.

The Stillwater Equity Market Co., Stillwater, Minn., composed of farmers living near Stillwater, is considering the advisability of opening a feed mill and elevator.

The Farmers' & Merchants' Supply Co. of Minnesota, Minn., will probably build an elevator in the spring. The old building is not able to accommodate the business of the company.

The Merrill Mercantile Co., Merrill, Wis., will build an elevator at Merrill in the spring. The capacity of the house has not been decided, but it will be in charge of Robert White.

The Farmers' Co-operative Produce Association of Clearbrook, Minn., has completed its first year, and business warrants the erection of a larger potato warehouse to be run in connection with the company's elevator.

The Glencoe Farmers' Elevator, Live Stock and Produce Co., Glencoe, Minn., has purchased the Exchange Elevator at Glencoe, formerly owned by the H. Poehler Company, Minneapolis. The house has a capacity of 45,000 bushels.

The newly organized Farmers' Elevator Co., Lester Prairie, Minn., recently purchased the State Elevator Co.'s warehouse at Lester Prairie, and will take possession in a short time. The price paid was \$3,000. Emil Erickson will be buyer.

The Campbell-Hodgson Grain Co. is a new firm at Willmar, Minn. They have purchased the Duluth Elevator at Willmar, a Peavey house, and took possession February 1. The company will be incorporated with a capital stock of \$20,000. The members of the firm are I. J. Campbell, L. F. Hodgson,

A. D. Campbell, and Victor Campbell. They will equip the elevator as a terminal and cleaning house.

An attempt is being made at Mentor, Minn., to lease the M. & N. elevator and open the house with an independent buyer.

The Winona-Minnesota Land Co., Winona, Minn., has been incorporated with a capital stock of \$100,000. The company, in addition to dealing in lands, will carry on a general grain business and operate country elevators. J. E. Martin is president.

The North Western Ry. will build a 2,000,000-bushel elevator at Milwaukee, Wis., on the site of Elevator "B," which was destroyed by fire. Contracts have not yet been made, nor have all the arrangements been completed, but the elevator is practically assured.

The Equity Produce Co. of Rice Lake, Wis., is settling up its affairs. The warehouse has been leased to the Osceola Mill and Elevator Co. and the directors of the company have been endeavoring to collect the bills due the company so that all indebtedness may be paid off.

## CANADIAN.

Semans, Sask., will have a farmers' elevator in the spring.

The Farmers' Elevator Co. of Estevan, Eask., has been incorporated.

The Robin Hood Mills, Moose Jaw, Sask., recently burned, will be rebuilt and a 500,000-bushel elevator will be erected.

Farmers about Stettler, Alta., are forming a co-operative company and plan to purchase the Bulloch-Caldwell elevator at Stettler.

It is expected that farmers' elevators will be built at Raymore, Tate, and other towns in Saskatchewan along the Grand Trunk Pacific before next fall.

The Western Fire Appliance Works of Chicago are installing an automatic hot journal alarm system in the Canada Malting Company's elevator at Winnipeg, Man.

The Brooks-McKenzie Lumber Co. of Penticon, B. C., has been incorporated with a capital stock of \$25,000. The company will operate flour mills, saw mills and grain elevators.

The \$100,000 elevator of the Rice Co. of Winnipeg, Man., is nearly completed. It is 174 feet high and will have a capacity of about 500,000 bushels. Barley and rye will be stored.

A new 400,000 bushel concrete elevator is in process of construction for the Canada Malting Company at Calgary, Alberta, together with a concrete malt house of 200,000 bushels capacity malt per day. James Stewart & Co., of Chicago, have the contract.

Western grain growers are advocating the establishment of terminal elevators at Vancouver, as it is believed that the opening of the Panama canal will cause a great deal of grain to move toward the Pacific. The growers have had conferences with government officials and it is reported that the government's reply was favorable.

The Grand Trunk Pacific, which has elevator capacity of 4,000,000 bushels at Fort William, Ont., has begun the erection of additional steel storage tanks which will eventually double the capacity at that point. This will bring the elevator capacity of Port Arthur and Fort William up to 26,000,000 bushels, while the American head of the lakes has elevator capacity amounting to 32,500,000 bushels.

## SOUTHERN AND SOUTHWESTERN.

S. J. Bennett will enlarge his warehouse at Sunset, Texas.

The Lawther Grain Co. of Dallas, Texas, has filed a certificate of dissolution.

William Troup has bought the business of the Dodson Grain and Fuel Co. at Tucumcari, N. M.

The Argenta Grain Co., Argenta, Ark., was burglarized January 29, and about \$300 in cash was taken.

Park Brothers of Columbia, Tenn., will build a warehouse and storage in connection with a flour and feed mill at Culleoka, Tenn.

The T. H. Bunch Co. of Argenta, Ark., has completed a 25,000-bushel elevator next to the Iron Mountain elevator. The new house is in operation.

Wilson & Dickey have purchased the interest of Z. Payne in the Bay City Grain Co., Bay City, Texas. The new firm will carry on the business under the old name.

The Sharon Grain Co., Sharon, Okla., has filed articles of incorporation, with capital stock of \$10,000. The incorporators are J. H. Cox, L. O. Street, and D. H. Keller of Sharon, Okla.

The Western Fire Appliance Works of Chicago have closed a contract with the Kentucky Public Elevator Co. to install their Zeleny thermometer system in sixteen tanks and seven interspaces, 85 feet high, now being erected at Louisville, Ky., by Witherspoon-Englar Company. The reading apparatus will be located in the manager's office about



one hundred feet from the tanks. This will keep him fully posted at all times as to the exact temperature at 326 different points in his grain, without having to step outside his office.

The Greenville Mill and Elevator Co. is being organized at Greenville, Miss. The company will erect an elevator with a capacity of 15,000 bushels. C. P. Williams and others are interested.

The Cunningham-Evans Grain Co., Shelbyville, Tenn., has been incorporated with a capital stock of \$10,000. The incorporators are N. P. Evans, W. G. Evans, G. P. Evans, J. H. Cunningham, T. G. Cunningham and J. D. Hutton.

The Western Grain Co., Birmingham, Ala., has filed papers of incorporation with a capital stock of \$50,000, fully paid in. E. Wilkinson is president and B. C. Morgan secretary. The company will do a general grain and feed business.

John Wade & Sons, who recently purchased a tract of land at Memphis, Tenn., adjoining their elevator, have announced their intention of enlarging their elevator in the future and possibly of building a feed mill upon the newly acquired land.

#### EASTERN.

The Bond Grain Co. has been incorporated at Worcester, Mass.

Charles O. Fowler will build a feed mill and elevator at North Troy, Vt.

Otho H. Fiske has rented a new location for his grain business at Huntington, Mass.

W. H. Barron has sold his grain business at Danielson, Conn., to Young Brothers Co.

Everham & Burtis have bought the grain and feed business of Henry A. Ford, Allentown, N. J.

The Chase-Hibbard Co. will build a 6,000-bushel elevator and install a buckwheat mill at Elmira, N. Y.

H. J. Sanford of Pottsdam, N. Y., has completed a 20,000-bushel elevator at Pottsdam equipped with a complete conveyer system for handling grain from cars.

The H. E. Holbrook agency has sold the I. E. Robbins elevator at Stoughton, Mass., to the J. Cushing Company.

J. P. Hutchinson and Charles F. Forsythe have purchased the feed and grain business of T. E. English at Freehold, N. Y.

Ketchum Brothers, Waterbury, Vt., are remodeling their grain storage and will install machinery for the rapid handling of grain.

The contract has been let to James Stewart & Co., Chicago, for an addition to the Spencer, Kellogg Elevator at Buffalo, N. Y. Work has just commenced.

P. Hartley's Sons of Glenarm, Md., will incorporate soon and build an elevator and warehouse, which they will operate in connection with their recently remodeled meal mill.

John Hinckley & Son are building a grain elevator at Yarmouthport, Mass. Work was abandoned for a short time on account of the severe weather, but it is now progressing satisfactorily.

W. J. Ross, Holyoke, Mass., will soon erect a modern grain elevator at Holyoke. A spur track to the Boston & Maine Railroad will be built and the elevator will be equipped with modern machinery for handling grain.

James Stewart & Co., of Chicago, have the contract for the 1,000,000-bushel elevator for the Pennsylvania Railroad, to be built at Girard Point, Philadelphia, Pa. The elevator will be built of reinforced concrete.

The concrete work on the Midland Linseed Co.'s plant at Edgewater, N. J., is completed. The machinery is now being installed and it will be in operation in about 30 days. James Stewart & Co., Chicago, has the contract.

James Stewart & Co. have the contract for two new elevators to be built at Brooklyn, N. Y., for the Brooklyn Mill & Elevator Co. One of them will be located at Bushwick and have a capacity of 250,000 bushels. The other will have a capacity of 100,000 bushels and located at Ninth street and Kent avenue. Both will be concrete, fireproof, modern elevators.

#### WESTERN.

An elevator is projected for Heath, Mont.

Three elevators will be built at Hilger, Mont., in the spring.

Singer & Singer have started in the grain business at Haswell, Colo.

A farmers' elevator company has been formed at Willow Creek, Mont.

Plans have been perfected for putting in three grain elevators at Hilger, Mont., in the spring.

The Frontier Elevator & Milling Co. has completed a 70,000-bushel elevator at Cheyenne, Wyo.

The Kilpatrick Brothers Co. have made all arrangements for the erection of an elevator at Picabo, Idaho, at a cost of \$20,000. The house will have a

capacity of 50,000 bushels. A feed mill will be operated in connection with the elevator. Electric power will be used.

The Mansfield Elevator Co. of Mansfield, Wash., has increased its capital stock from \$12,000 to \$24,000.

A. C. Dyer, George Finch and A. B. Andrews will build a modern elevator at Judith Gap, Mont., at an early date.

Charles H. Baker of Devils Lake, N. D., has opened a grain and feed business at Valier, Mont., and will operate an elevator.

The Montana Roller Mills are planning to build a large elevator at Harlowton, Mont., in the spring. Work will be started as soon as the weather permits.

The Farmers' Elevator Co. of Moore, Mont., has been incorporated with a capital stock of \$25,000, by August Zastrow, R. F. Shaw, J. B. Gaston, C. M. Clary and Nelson Ross.

The R. A. Griffies Co. of Seattle, Wash., has been incorporated to deal in hay, grain and feed. The capital stock is \$5,000 and the incorporators are R. A. Griffies and M. Griffies.

The Royal Milling Co. of Kalispell, Mont., has secured an option on a site for an elevator at Columbia Falls, Mont., and building operations will commence as soon as the weather permits.

The Albers Brothers, Milling Co. of Seattle, Wash., has completed plans for the erection of a warehouse and elevator 120 by 435 feet, at a cost of \$50,000. The company will start work on the new buildings in the near future.

The Farmers' Elevator Co. of Moore, Mont., has filed articles of incorporation. The capital stock is \$25,000, and the company was incorporated by August Zasta, R. F. Shaw, J. B. Gaston, C. M. Clary and Nelson Ross, all of Moore.

When a barley warehouse at Mountain View, Cal., burned last month it was reported that 30,000 pounds of barley had been burned. The barley was packed in sacks, and since the fire no trace of the grain has been discovered and there are no indications that it was burned. A detective is making an investigation into the disappearance of the barley.

#### MISSOURI, KANSAS AND NEBRASKA.

T. O. Bridget will build an elevator at Joplin, Mo.

The Excello Feed Co. will build a large warehouse at St. Joseph, Mo.

The Farmers' Elevator Co. of Hollenberg, Kan., has been incorporated.

W. S. Potts has bought the Schenck & Johnson Elevator at Pawnee City, Neb.

The Missouri Valley Farm Co. is about to build an elevator and mill at Marysville, Kan.

Frederick Kottman has purchased the Shellabarger elevator at Ellsworth, Kan., and has taken possession.

Betts & Venner have sold their elevator at Plattsmouth, Neb., to the Eagle Farmers' Grain Co. of Eagle, Neb.

The R. E. Roberts Elevator Co. of Gretna, Neb., will install two Hall Signalling Grain Distributors in their elevator.

William Mueller has taken charge of the Union Elevator, Union, Neb., which he recently bought from W. B. Banning.

The Great Western Feed Co., St. Louis, Mo., has taken out a building permit for a two story elevator at St. Louis, to cost \$7,000.

The Hoebel Grain Co., Kansas City, Mo., has been incorporated with a capital stock of \$20,000, by Louis Hoebel, Fred W. Hoebel, and Edwin C. Hoebel.

The Daves & Daves Grain Co., which owns elevators on the Midland Road in Kansas, has leased the Bartlett elevator at Winfield, Kan., and will operate it as a terminal elevator.

The Western Fire Appliances Works of Chicago have closed a contract with Messrs. Merriam & Millard and the Holmquist Elevator Company of Omaha, Neb., to install an automatic hot journal alarm system in their elevators at Omaha, Neb.

The Farmers' Grain Co. of Omaha, Neb., has bought the Saunders-Westrand Elevator at Thurston, Neb., and will operate it. This elevator has a capacity of 40,000 bushels and is the sixth elevator to be owned by the company. C. Vincent of Omaha is the general manager of the company.

The Baden-Vilm Milling Co., Winfield, Kan., consisting of a 700-barrel mill, a 200,000-bushel elevator and five outside elevators, has been sold by Mrs. Baden to J. E. Jarvis, trustee for a syndicate. No plans have been announced as yet. N. M. Vilm bought an interest in the company last July and sold his interest back to Mrs. Baden in January.

The Tabb Grain Co. of Hutchinson, Kan., has bought three elevators from W. T. Shute of Macks-ville, Kan. The new elevators are located at Macks-ville, Abbyville and Wilmore, Kan. The company owns two other elevators, located at Wellsford and Greensburg, Kan. The company is composed of C.

R. Rixon and C. A. Tabb, and has head offices in Hutchinson.

The Harper Mill & Elevator Co., Harper, Kan., will probably build a 500-barrel mill and a 100,000-bushel elevator at Harper before the close of the year. The plant burned about 18 months ago.

The machinery is now being installed in the new 100,000-bushel elevator which James Stewart & Co. are building for the Purina Mills at St. Louis, Mo. The work on this house was started last fall and it will be in operation in about 30 days.

#### OHIO, INDIANA AND MICHIGAN.

Farmers of Baluwin, Ohio, are planning to organize a grain company.

The Farmers' Elevator at Monticello, Ind., was opened for business January 15.

The elevator at Woodstock, Ohio, was completed January 18, and is now open for business.

The Tuscola Elevator Co., Caro, Mich., has been incorporated with a capital stock of \$20,000.

The A. A. Campbell Elevator at Leiter's Ford, Ind., has been bought by John L. Haezel of Monon, Ind.

George Huber has bought the elevator of E. R. Fenner at Rawson, Ohio, and will take possession March 1.

The Bellevue Farmers' Grain Co. of Bellevue, Ohio, is planning to purchase grain at Monroeville, Ohio, also.

The Eureka Milling & Elevator Co., of Traverse City, Mich., has been incorporated with a capital stock of \$30,000.

R. S. Meek & Son have sold the grain elevator at Greensburg, Ind., to the Nading Mill and Grain Co. of Shelbyville, Ind.

The Douglass Hay and Grain Co. of Lima, Ohio, has decided to enlarge the plant and install more modern equipment.

The elevator at Atkinson, Ind., has been sold to McConnell & Messner of Oxford, Ind., who will take possession in March.

The Toledo Grain & Milling Co., Toledo, Ohio, will probably increase their elevator capacity, which is now 80,000 bushels.

The Thompsonville Elevator Co. of Thompsonville, Mich., has bought the flour mill of W. D. Glover at Thompsonville.

McConaughy & Thompson have bought the Baird Elevator at Advance, Ind. Mr. Baird has purchased an elevator at Kewanna, Ind.

Neeley & Ferrall, grain dealers of Canton, Ohio, have announced that they will build a \$75,000 elevator at Canton in the spring.

The A. D. Toner grain elevator at Kewanna, Ind., has been sold to L. H. Jordan of Indianapolis, Ind., and F. J. Baird of Advance, Ind.

The Favorite Grain Co., Kirklint, Ind., has been incorporated with a capital stock of \$10,000, by J. J. Kelleher, J. A. Lucas, and others.

It is reported that Kraus & Apfelbaum, grain and wool dealers of Columbia City, Ind., are preparing to move their business to Fort Wayne.

The Home Elevator Co., Indianapolis, Ind., has been incorporated with a capital stock of \$5,000, by J. W. Hobbs, A. Hoffman and H. J. Young.

C. F. Barnhouse has sold his elevator at Harpster, Ohio, the Harpster Commission Co. of Toledo acquiring the greater part of the purchasing company's stock.

The Pleasant Bend Grain Co., Pleasant Bend, Ohio, has been incorporated with a capital stock of \$12,000. H. M. Wenzinger is at the head of the company.

Nau & Lutz, grain dealers of Loudonville, Ohio, have dissolved partnership. S. S. Nau has bought out the interest of H. C. Lutz and will continue the business.

George W. Hoke has purchased the R. C. Dounce Elevator at Dodson, Ohio, and has taken possession. R. C. Dounce will probably engage in business at Brookville, Ohio.

Franklin E. Haller and Herbert Walker of Montpelier, Ind., have bought the elevators at Eaton and Shideler from J. L. Simmons. The new owners have assumed charge.

Three hundred farmers of Tippecanoe County are making plans for the building of a co-operative elevator at Lafayette, Ind. No definite arrangements have been made as yet.

The Chalmers Grain Co., Chalmers, Ind., is the name of a new firm that has recently been incorporated. The capital stock is \$20,000, and the incorporators are J. S. Minch, M. O. Raub, G. H. Thomas and others of Chalmers.

The Watson-Higgins Sparta Elevator Co., Sparta, Mich., has been incorporated with a capital stock of \$10,000, by F. F. Watson, J. A. Higgins, L. H. Higgins and others of Grand Rapids, Mich. The new company has purchased a site at Sparta and a warehouse 50 by 100 feet will be built at once, and



early in the spring an elevator will be erected. The company will operate a feed mill.

W. O. Rish, owner of the flour mill and elevator at Larue, Ohio, has disposed of his elevator to James King of Union County, Ohio. Mr. Rish will retain possession of the flour mill.

P. H. Halloway and E. T. Coyle, who have carried on a feed and grain business at Columbiana, Ohio, for some time, have dissolved partnership. The business will hereafter be known as Coyle & Coyle.

The Farmers' Elevator, Grain and Supply Co. of New Bavaria, Ohio, has been incorporated; capital stock, \$15,000. Jacob Hornung, Mathias Thome, Andrew Swary and others form the directorate.

The Bassett elevator and flouring mill at Kirklint, Ind., has been sold by the Bassett estate to J. J. Kelleher of Frankfort, Ind., and others. The price paid was \$10,000. The buyers have incorporated.

A. G. Oatman and J. G. Montfort, formerly with Sheets Brothers Elevator Co., Cleveland, Ohio, are now in business in Cleveland as Oatman & Montfort, dealers in grain, flour and mill feed in car lots.

The George E. Little Elevator Company of Kalamazoo, Mich., has secured control of four elevators in Michigan at Kalamazoo, Schoolcraft, Moore Park and Flowerfield. The consideration was about \$50,000.

The Ferger Grain Co., Cincinnati, Ohio, has been chartered, with a capital stock of \$150,000. It will take over the business of August Ferger & Co., which operates grain elevators and hay warehouses in Cincinnati.

The Ionia County Gleaners are planning to build an elevator at Ionia, Mich., in the near future. Lee Strachan of Ionia has been named as chairman of a committee that will formulate the plans for the elevator.

Louis Stiefel has formed a partnership with Ben Levi of Fort Wayne, Ind., and will carry on a grain and seed business at Albion, Ind., and other stations. The new firm is in possession of several elevators in Indiana and Ohio.

The Boone & Fouch elevator at Sterling, Ohio, was robbed twice in one week, the early part of January. The first time a number of tools and some stamps were taken and the second time a typewriter was stolen.

The Ellis Drier Company is installing a drier house at the C. H. & D. Elevator at Toledo, Ohio. When completed the drier will cost about \$17,500 and will be 30 by 34 feet and 60 feet high. The elevator is operated under lease by the Lake Erie Elevator Co.

Stiefel & Levy of Fort Wayne, Ind., will soon let a contract for a 15,000-bushel modern elevator for corn and oats to be located at Dawkins, Ind., on the Nickle Plate Railroad. They also intend to move one of their houses to a new location and install several electric motors.

A. T. Ward, a grain dealer of Lima, Ohio, is promoting the formation of a company to build a large terminal elevator at Lima, Ohio. A concrete elevator will be erected, to cost about \$50,000, and having a transfer capacity of 25 cars a day. An option on a site for the elevator has been secured and the plans are being perfected.

#### IOWA.

Muscantine, Iowa, will have a new elevator in the spring.

David Kilgore has sold his grain business at West Chester, Iowa.

John Barnard will build an elevator at Turin, Iowa, early in the spring.

Charles Escher will erect a large private elevator on his farm near Long Branch, Iowa.

Veldhouse & Son will rebuild their elevator, which was destroyed by fire, at Clarion, Iowa.

John Alberts and others of Earling, Iowa, have bought the Neola Elevator at Panama, Iowa.

Farmers living around Blencoe, Iowa, are planning to establish a farmers' elevator company.

The Farmers' Elevator at Nemaha, Iowa, has been opened again after a complete overhauling and remodeling.

The Iowa Grain Co. has started construction work at Tiltonka, Iowa, to replace the elevator recently destroyed by fire.

The Neal Grain Co. of Randall, Iowa, is improving its elevator by the addition of a new loading spout and a new steel roof.

Farmers about Nora Springs, Iowa, are considering the advisability of building a co-operative elevator in the spring.

The Hayes-Hemmings Co. has definitely announced that it will spend \$10,000 in erecting an elevator at Mount Pleasant, Iowa.

Frank Hemmings has sold his stock in the Hayes-Hemmings Elevator Co., a concern which owns and operates elevators at Mount Pleasant, New London, Mount Union, and Yarmouth, Iowa. William Francy

of Lowell, Henry Bowman of Mt. Pleasant, and others bought the stock of Mr. Hemmings for \$14,000.

L. J. Mitchell has bought the elevator at Lake City, Iowa, formerly owned by James Bruce, and will take possession March 1.

Farmers about Maxwell, Iowa, are organizing a farmers' elevator Company and state that they will build an elevator in the spring.

The foundation work for the new Iowa Grain Co.'s elevator at Tiltonka, Iowa, has been completed and part of the frame and cribbing is up.

H. J. Frerichs has bought the elevator at Dike, Iowa, formerly the property of the Independent Grain Co. The price paid was \$5,500.

The Farmers' Elevator Co. of Barnes City, Iowa, has been incorporated with a capital stock of \$10,000, by J. J. Doonan, E. D. Miller, and George Babb.

McSweeney & Wambeam, of Northwood, Iowa, have dissolved partnership, the former buying out Mr. Wambeam's interest in the grain elevator.

The Farmers' Elevator Co. of Malcom, Iowa, has been incorporated, with a capital stock of \$20,000. The incorporators are M. R. Kenyon, S. L. Royes, and others.

The Palo Live Stock, Grain and Lumber Co. of Palo, Iowa, has been incorporated with a capital stock of \$15,000. J. M. Hayes is at the head of the company.

The Farmers' Grain and Supply Co. of Paullina, Iowa, is planning to erect an elevator at Paullina in the near future. The present elevator of the company is an old one and has a capacity of 15,000 bushels, and the company needs an elevator of triple that capacity.

#### THE DAKOTAS.

The elevator at Fryburg, N. D., has been closed for the season.

A farmers' company has been organized at Grace City, N. D., to build an Equity Elevator.

The McCollock Co., of Fargo, N. D., has been incorporated with a capital stock of \$5,000, to deal in grain.

Arthur Cross has rented the Hubbard & Palmer elevator at Montrose, S. D., and will operate it the rest of the season.

The Nye-Schneider-Fowler Elevator at Winner, S. D., has been completed and is buying grain. F. J. Driscoll is in charge.

H. C. Christenson of Viborg, S. D., has purchased the Henry Aplan Elevator at Irene, S. D., and is planning to increase his holdings and operate a line of elevators.

F. M. Doyle of Milnor, N. D., has purchased the elevator of C. L. Diehl & Sons at Lisbon, N. D., and is closing it out. C. L. Diehl & Sons will continue operating the feed mill.

Men are now working on the rebuilding of the Russell-Miller Elevator at Beach, N. D., which was partially destroyed by fire January 4. The house will be in operation again in about two weeks.

The Equity Elevator and Trading Co. of Prosper, N. D., near Harwood, N. D., has been incorporated with a capital stock of \$10,000. Mons Monson, J. V. Brainerd, and Elmer Hagen, all of Harwood, are the incorporators.

The Pisek Grain Co. of Pisek, N. D., composed of C. J. McKean and J. J. Kadlec, has sold one of the two elevators at Pisek, which was operated by the company, to Frank J. Dvorak for \$4,000. The new owner has taken charge.

The Van Dusen-Harrington Co., of Minneapolis, has taken over the North Dakota business of the Atlas Elevator Co., the National Elevator Co., and the Interstate Grain Co., a deal that includes 50 elevators in North Dakota.

The Farmers' Co-operative Grain Co. has been incorporated in North Dakota, with a capital stock of \$25,000. F. J. Hill of Beach, N. D., Charles Kramer and C. H. Smith of Sentinel Butte, N. D., are the incorporators. The head office will be at Chama, Billings County, N. D.

Charles and Andrew Lindquist, who operate two elevators at Diamond, S. D., have made arrangements with their creditors and have opened the elevators. The firm was forced into bankruptcy last fall by the farmers of Roberts county. All the creditors will be paid in full.

The Equity Co-operative Exchange, which is the corporate name of the terminal elevator movement of the American Society of Equity, is said to be in a position where it will have control of a large line of farmers' elevators throughout the Northwest, especially in and around Fargo, N. D.

The first official meeting of the Farmers' Grain Union Co. was held at Aberdeen, S. D., January 27, and plans were made to take over the property of the bankrupt South Dakota Farmers' Elevator Co. Appraisers were appointed to value the property of the defunct company at Nahon, Stratford, Randolph, Brentford and Verdon, S. D.

[Special Correspondence.]

#### TRADE NEWS OF TOLEDO AND OHIO.

BY E. F. BAKER.

The condition of corn is still not the best, but incoming shipments show some improvement recently. Some is now grading No. 3, but the majority falls below this mark. Out of 93 cars that came in the week ended February 10, but 15 graded No. 3, while 68 cars graded No. 4, and only 10 cars sample. There has been a fair Eastern demand, and 76,000 bushels were shipped out during the week, as compared with receipts of 110,100 bushels. Amount in store here decreased to a total of 161,316 bushels during the week. Cash corn is selling at 67½c, May 70¼c, July 69¾c and Sept. 70¼c.

There has been a good local demand for wheat and an active trade has characterized the market. Toledo mills this week turned out 25,600 barrels of flour, as against 28,200 barrels last week, and 20,050 barrels a year ago. Total wheat receipts of the past week have aggregated 92,000 bushels, and shipments but 20,000 bushels. Many of the scattered mills still have a fair wheat supply, and there is still considerable in first hands that is being delivered as desired. Toledo wheat stocks lost nearly 43,000 bushels last week and are now estimated at 1,266,469 bushels, of which 1,040,806 bushels grade contract. Various reports show growing wheat in Ohio to be in good shape. Cash wheat is selling here at \$1.00¾, May \$1.03¾, July 98¾c and Sept. 96¾c.

Oats have been coming in in fair volume, receipts of the week aggregating 73,500 bushels. The quality is splendid, and the Eastern market afforded an outlet for shipments of 68,300 bushels. It is estimated that there are on hand in public stocks here 198,746 bushels, a slight decrease as compared with a week ago. Cash oats is quoted at 53¾c, May 55c, July 50¼c and Sept. 43¾c. Clover seed receipts have been unusually low.

As predicted, the somewhat famous salvage grain case here was amicably settled and the 10,407 bushels of salvage wheat seized by the government was released to the owners, C. E. Metzler and C. R. Lull, for shipment abroad. The owners were required by the court to give bond in the sum of \$2,000, and it is understood the wheat will be shipped to Hamburg, Germany. The grain was a portion of a cargo which sunk in the St. Clair river, and which government officials claimed was in a state of fermentation.

Somewhat of a furore has been occasioned by the recent ruling of Dr. Wiley, and his application of the pure food law to the grain business. According to local grain men the ruling will necessitate the installation of much new machinery in this section and the abandonment of much machinery now in use. This ruling holds that all grains must be carefully labelled as to quality, not grade. Hot fermented or decomposing grains must be marked, "Damaged and unfit for man or animal foods; to be used only for the manufacture of denatured alcohol or for export use." As corn in this section frequently does not dry before spring, it will mean forcing the raising of the ninety-day varieties on a larger scale, and the installation of corn dryers. Trade in oats will also be greatly affected by the ruling of the pure food department, and many large concerns now engaged in the sulphurizing of oats will be compelled to go out of business. Toledo grain dealers have carefully notified their country customers what to expect. A. Mennel, F. O. Paddock and H. L. Goemann, were delegated to represent the organization at the recent Washington conference. The same delegates will also probably represent the Produce Exchange at the big meeting called to be held at St. Louis on February 23, President Frank I. King may also attend the meeting.

The Produce Exchange endorsed on February 10 the resolutions adopted at the La Salle Hotel meeting of February 9.

A. Mennel, president of the Isaac Harter Milling Co., will leave next week for a trip to California.

Preliminaries for the establishing of a farmers' elevator company at Belmore, Ohio, were completed this week.

C. C. Barnes will take the place of Guy G. Major of the Major Linseed Oil Co. on the floor of the Produce Exchange. Mr. Major died recently in New York while on business in that city.

Several local grain men attended the recent meeting of the Hay and Grain Producers' Association of Northwestern Ohio held at Lima on the 9th.

E. L. Southworth, C. S. Coup and David Anderson, are spending a few weeks in Florida. E. L. Camp will leave for the same place next week.

The Agricultural Experiment Station at Wooster has asked an appropriation to be used in fighting an obscure fungus which it is claimed threatens the Ohio corn crop. It is estimated that the same fungus caused damage of about \$22,000,000 to the corn crop in 1910.

Gardner Blake, a miller at Millersport, Ohio, poured gasoline into a stove last week at his flouring mill, and was burned to death. The mill was saved, as was \$600 found in his pockets.

The firm of Franke Bros. at Fostoria has been dis-



solved, August Franke retiring from the business, which will be continued under the name of the Fostoria City Mills, Charles Franke, prop. The firm has been in the milling and elevator business for years.

Extensive improvements will be made at the East Side Elevator of the C. H. & D., operated by the Lake Erie Elevation Co. A new drying house will be installed with modern appliances and machinery for drying and renovating grain, the contract for the work having been awarded to the Ellis Drier Co. of Chicago. The structure will be of concrete and steel, 30 feet wide, 34 feet long and 60 feet high, and will cost from \$15,000 to \$20,000.

Ira S. Comstock, well known grain man at Clyde, Ohio, and member of the grain firm of Comstock & Slessman, died at his home recently from a complication of physical ailments.

The removal of the Toledo postoffice into its new quarters recently has resulted in a flood of complaints occasioned by delays in the mails. Grain men have sent up a howling protest and in conjunction with the Commerce Club and other business organizations have taken the matter up with the government at Washington with a view to securing better service. It is claimed that letters are delayed from six to twenty-four hours and in many cases longer. Henry L. Goemann, Frank I. King and Fred Mayer were appointed as a committee representing the Produce Exchange to wait on Postmaster Wm. H. Tucker and ascertain the cause of the difficulty. In addition to this action, the organization delegated F. O. Paddock, A. Mennel and H. L. Goemann to go before the First Assistant Postmaster at Washington and take the matter up. A strenuous effort is being made to improve the service, and it is hoped it will result in a large number of additional helpers and more complete automobile mail service.

The Toledo grain delegation consisting of F. O. Paddock and H. L. Goemann appeared before the Interstate Commerce Commission at Washington last week when the matter of transit rules governing grain shipments was under discussion. The hearing was not completed but was postponed to February 29, when further testimony from Northwestern territory will be considered. It is thought possible that the agitation will result in a new set of transit rules.

[Special Correspondence.]

## PHILADELPHIA GRAIN TRADE NEWS.

BY E. R. SIEWERS.

The Commercial Exchange election being over, every one seems determined toward "boosting" trade conditions. The official roster for the year 1912 of the newly chosen and hold overs is: President, Antonio Sans; vice-president, Louis G. Graff; treasurer, Joseph W. Beatty; Directors (for 2 years)—C. Herbert Bell, George M. Richardson, Samuel L. McKnight, John J. Buckley, Emanuel H. Price, and Barnabas Divitt, with Percy G. Lemont, appointed by the board for one year as successor to Antonio Sans. The hold overs are Samuel J. Clevenger, Jacob B. Pultz, Walter K. Woolman, Winfield S. Woodward and William M. Richardson. Secretary Frank Evans Marshall, Stenographer Lorenzo J. Riley and Chief Clerk Henry E. Tumelty were re-appointed. [The committee chairmen are named in proper place in the "Exchanges" department.]

President Antonio Sans is of Spanish ancestry, and came to the city when a young man, from the Island of Cuba, and associated himself with the old time firm of Lawrence, Johnson & Co., who maintained headquarters here for years for a large West Indian trade, and had a banking department connected with their business. Mr. Sans is now practically at the head of the concern. He was a director of the Exchange for seven terms, and served as vice-president and as chairman of the re-organized grain committee received much credit for his assistance in having the ban removed from grain inspection certificates of Philadelphia by the Liverpool Corn Trade Association. Refined, well educated, and of quiet demeanor, his popularity removed all opposition. He is a resident of Chestnut Hill.

Louis G. Graff, vice-president, and Joseph W. Beatty, treasurer, also received unanimous endorsement.

Major L. G. West, well known in flour circles, and identified with the Quaker City Milling Company and the Samuel Bell, Jr., interest, has taken out an individual membership in the Commercial Exchange.

E. Dunwoody & Co. received a car of Montana oats, graded as No. 1 white clipped natural, weighing 43 pounds to the bushel, with 96,000 lbs. in the car, or 3,000 bushels, which has set the oats men talking.

Former President Samuel L. McKnight, recently elected a director of the Commercial Exchange, was given a testimonial dinner at the Union League club by his friends on 'Change.

The most important business changes here have been the disposal of interest in the Hancock Grain Company by James Hancock to George G. Omerly

who for years was the active member of this prominent export house. Mr. Hancock will sojourn in Europe with his wife and daughter, placing the latter there in one of the classical schools.

Harry C. Miller, the head of the millionaire grain firm of L. F. Miller & Sons, retires from active charge there to devote his entire attention to the Southern Steamship Company which plies its trade between Philadelphia and Charleston, S. C., Florida and other Southern points, as well as to look after his extensive interests at Buffalo, N. Y. He is president and principal owner of the Steamship Company and president of the Keystone Warehouse Company of Buffalo. On the sunny side of fifty, Mr. Miller is known as one of the wealthiest and most successful grain trades and business men of the East.

[Special Correspondence.]

## EXPORT AND DOMESTIC TRADE, BOSTON.

BY C. S.

Export News.—The ocean freight situation is very strong for all positions. Steamers for nearby sailings cannot tell when they will be able to sail, due to the longshoremen's strike, which as yet is not settled, and the men taking their places cannot handle the freight as quickly as the experienced men. Large bookings have been reported for grain, particularly to Liverpool, bookings having been made up to and including June. Steamer agents look forward to one of the biggest years in the history of Boston.

Cash demand for corn and oats has been liberal for the week ending February 10th. The decision made by Washington recently relative to purified oats caused a little flurry among local buyers, but this has passed over and practically all of our jobbers are now buying and selling unpurified oats. The demand for feeds in transit Eastern lines has also been good, due to stocks in retailers' hands being very light. Buying for shipment, however, is very light, due to the high prices being asked. The country trade prefer buying nearby transit goods and simply buying as absolute needs require.

Mr. Buss of the H. L. Buss Co., who has been away for the past three weeks on a vacation trip to northern New York, returned this week, looking as though the cold weather of the up-state country had done him a lot of good.

## WEIGHTS AND CAR INSPECTION IN NEW YORK.

At the meeting of dealers at Indianapolis on January 16, L. W. Forbell made the following announcements of new practices in that market:

"In accordance with the recommendations of the Grain Dealers' National Association, I am pleased to report that the New York Produce Exchange, through its grain committee, has instructed its inspection department to issue inspection and weight certificates as separate documents. This order became operative on Jan. 1.

LEAKY CARS.

"So serious had become the complaint of grain shortages at destination and the difficulty experienced by shippers and receivers in obtaining redress from the railroads, the New York Produce Exchange, after a careful study of the question, and after investigating the methods employed for the detection of leaks that is in use in other markets, has established in connection with its inspection department a bureau whose business it is to ascertain the physical condition of all cars on arrival. Competent men only have been employed at each railroad terminal, and the examination is rigidly conducted in conjunction with representatives of the different roads.

"As this entails a considerable expense which must be met, a charge of 50c per car has been made for this service, and a certificate is issued for every car giving its condition, seal numbers and when repairs have been made, the same is also noted in this certificate. The charge for inspection of grain and verification of weights is also 50c, making a total charge of \$1 per car. As this new departure is a success and will make the collection of claims for shortage practically certain, it will result in the saving to shippers of many thousands of dollars annually.

"The following is a summary of cars examined from Jan. 2 to Jan. 12, inclusive: Total cars examined, 901; cars found in a leaking condition, 152; cars with doors or windows open or with broken seals, 63; cars found in good condition, 686. It will thus be seen that about 17 per cent of the cars that arrived were in a leaking condition. Arrivals during the above period contain a large percentage of corn, which does not show the presence of leaks as readily as do cars loaded with wheat or oats.

"We trust that the above changes will commend themselves to all shippers of grain to New York."

The high mark recently for Chicago Board of Trade memberships was \$2,250, an advance of \$50 over a sale made on Jan. 27.

# THE EXCHANGES

The Omaha Grain Exchange has opened a bureau for the testing of seed corn for applicants free.

The members of the Wichita Board of Trade are talking of a two days' meeting of grain men in Wichita in June.

Bonded wheat handled in this country will not be included in the receipts at Minnesota points, nor will it be included in the American visible, but will be reported separately.

The Chicago Board of Trade Fellowship Club on Jan. 26 elected Emil Newman president, C. J. O'Connell vice president, John H. Darcy secretary and John Hopkins, Robert W. Darcy, James Murphy and W. C. Bliss directors.

W. R. Holligan of W. R. Holligan & Co. was expelled from the New York Stock Exchange on Jan. 11 and from the Chicago Board of Trade subsequently on the ground that his statement made prior to his election to both bodies in 1902 was incorrect. Mr. Holligan claims the statement was only technically untrue.

Directors of the Milwaukee Chamber of Commerce have directed that the name of the Chicago Open Board of Trade be removed from the list of commercial exchanges whose members are entitled to receive a division of commissions on transactions for future delivery made for their account by members of the Milwaukee Chamber of Commerce.

Frank M. Bunch, president of the Board of Trade, Robert McDougal and S. P. Arnot have been appointed to represent the Board of Trade at a banquet of the National Citizens' League to be given in Peoria on Feb. 21. The league is organized to promote the banking reforms now before Congress, including the National Reserve Association.

The Toledo Produce Exchange has united with the Ohio Grain Dealers' Association and similar organizations to back up officials of the Ohio Agricultural Experiment Station at Wooster, who have made a requisition on the state auditor for an appropriation of \$2,000 to fight a deadly disease, an obscure fungus, which threatens the destruction of the corn crop in that state every year.

The Kansas City Board of Trade has won its defense of the suit instituted by G. Clinton Adams, a member, who in February, 1910, obtained an order restraining the Board, which had expelled him, from interfering with his business. Mr. Adams alleged in his suit that he had been expelled illegally and that the proceedings and hearing before the committee were not in accord with the by-laws of the Board of Trade. The court in dissolving the injunction on Jan. 12 decided that the Board had acted within its powers when it dismissed a member for cause after a hearing.

## BIRMINGHAM GRAIN EXCHANGE.

The Birmingham Grain Exchange at its annual meeting in January elected the following officers for the year 1912:

President, Ernest Redd; vice president, W. M. Cosby; secretary and treasurer, W. H. Makin; directors: Ernest Redd, W. M. Cosby, S. W. Lee, Edwin Wilkinson and A. D. Cecil.

## CAIRO ELECTION.

The Cairo Board of Trade has re-elected H. S. Antrim president for the third term; H. R. Aisthorpe, vice-president; and Geo. Parsons, M. F. Gilbert, J. S. Aisthorpe, H. E. Halliday, Chas. Feuchter, J. B. Magee, W. H. Wood, Thos. McFarland, E. G. Pink and Max Kaufman, directors.

## WICHITA ELECTION.

The annual election of officers of the Wichita Board of Trade took place on Jan. 18. The following were elected as directors: E. Kelly, H. Kaufman, W. F. McCullough, C. A. Baldwin and N. H. Keith. The directors later elected the following officers: President, E. Kelly; vice-president, C. A. Baldwin; secretary, N. H. Keith; treasurer, H. Kaufman.

## SAN FRANCISCO CHAMBER OF COMMERCE.

On October 1, 1911, the Chamber of Commerce of San Francisco, the Merchants' Association, the Merchants' Exchange and the Down Town Association consolidated and formed a new organization known as the San Francisco Chamber of Commerce with offices at 1304 Merchants Exchange building, San Francisco. Within the chamber has been formed the Grain Trade Association of the San Francisco Chamber of Commerce, consisting of members of the chamber who are interested in the grain business. In this association there are now enrolled ninety-eight members.

This association on Jan. 16 elected the following committees on grain and appeals for 1912:

Committee on Grain—W. C. Barnard, R. D. Girvin, E. C. Horst and S. B. McNear.

Committee on Appeals—A. J. Ames, Simon Ansbacher, C. R. Splivalo, J. Stern and R. Volmer.

The grain committee will act as the directing body



and will formulate any needed rules and regulations to govern the trade, and these will be subject to the approval of the board of directors of the Chamber.

The appeals committee will have jurisdiction only of cases arising out of transactions in grain.

Henceforth any one desiring to deal in grain on the floor of 'change must register as a member of the Grain Trade Association.

#### ST. JOSEPH BOARD OF TRADE.

J. L. Fredericks has been reelected president of the St. Joseph Board of Trade for 1912; A. J. Brunswig, first vice president; Fred Fredericks, secretary, and R. R. Clark, W. H. Harroun, T. P. Gordon, A. L. Feuquay, A. C. Muench and A. J. Brunswig, directors.

At the banquet there were forty-one guests and included local grain men and representatives of local railway freight departments. Speeches were made by H. G. Krake, R. R. Clark, R. M. Bacheller, J. O. Barkley, A. L. West, A. J. Brunswig, F. R. Warrick and George Gann.

#### CLEVELAND GRAIN BOARD.

The grain dealers members of the Cleveland Chamber of Commerce are organizing a distinctive grain section of the Chamber; and within a few days will ask the Chamber for proper recognition and for permission to hold its meetings and do its trading as a branch of that organization. If the charter is granted, the grain dealers will meet each day for calls on grain and hay, but no speculative trading in margins will be permitted. A temporary organization has been working for some time in a crude way with W. A. Bennett as the temporary chairman. There will probably be between fifteen and twenty grain elevator men in the organization when it is complete."

#### MILWAUKEE EXCHANGE NOTES.

The publicity committee of the Milwaukee Chamber of Commerce is about to get out the first issue of "Doings in Grain at Milwaukee," a monthly publication of thirty-two pages devoted to the interests of the general membership of the Chamber of Commerce.

H. M. Stratton attended the hearing at Washington on January 31, before the Board of Food Inspection, representing the Milwaukee Chamber of Commerce.

Regarding the attitude of the board in the matter of purified oats, the board of directors of the chamber adopted the following resolution, which was replied to by Dr. Wiley as shown below:

"Whereas, It has been intimated by the Board of Food Inspection that the so-called sulphurization of oats is a violation of the pure food law; therefore, be it

"Resolved, That the Board of Food Inspection be earnestly requested to defer further action relative to this branch of the grain business, pending presentation by the chamber of evidence in support of the claim that the process is not injurious as an animal or human food, and is in no sense an adulteration or deception when the process is properly branded."

Dr. Wiley's reply stated that "Inasmuch as a case involving sulphured oats is now in the courts, the Bureau of Food Inspection can take no action."

#### MONTREAL BOARD OF TRADE.

The following are the officers, council, and board of arbitration of the Montreal Board of Trade elected by acclamation for the year 1912:

President—R. Wilson Reford.

First vice president—Huntley R. Drummond.

Second vice president—R. J. Dale.

Treasurer—Jos. Quintal.

Council—W. F. Angus, Geo. F. Benson, Armand Chaput, Jas. Elmsly, H. J. Fuller, A. Hamilton Gault, W. K. Graftey, John A. Gunn, L. L. Henderson, W. W. Hutchison, William Lyall, Vincent A. Ward.

Board of Arbitration—R. M. Ballantyne, Jeffrey H. Burland, Geo. L. Cains, James Carruthers, W. W. Craig, C. B. Esdaile, W. I. Gear, E. B. Greenshields, Alex. McFee, John McKergow, F. Robertson, Norman Wight.

#### MONTREAL CORN EXCHANGE.

At the annual meeting of the Montreal Corn Exchange on Jan. 31 the election of officers resulted in the re-appointment of Messrs. Alfred Chaplin and Wm. Carruthers as president and treasurer of the committee of management respectively. The old Board of Review was also re-elected. The following gentlemen comprise the committee of management for the ensuing year: W. B. Bashaw, H. D. Dwyer, Paul B. Earle, W. I. Gear, A. Geo. Burton, W. H. D. Miller, David Plewes and F. A. Stude.

The subject of compulsory arbitration between the members in cases of dispute being under discussion, a legal opinion secured with regard to this matter was read. It was to the effect that if a resolution were passed, authorizing the committee of management to apply to the legislature, and an amendment to the rule were passed to that effect, it would be binding upon its members.

A resolution was passed opposing the proposal of

government ownership of terminal elevators advocated by the grain growers, and asserting that the same ends would be served if the railways were obliged to operate their own elevators.

The Baltimore Chamber of Commerce has abolished the additional charge of  $\frac{1}{2}$ c per bushel for sending corn to drier. Only the incidental charges will be charged on the grain.

#### BALTIMORE EXCHANGE ANNUAL MEETING.

The annual meeting of the Baltimore Chamber of Commerce was held on Jan. 29. President Meyer's annual report shows an increase of business for the year 1911 compared with 1910 on most commodities handled on 'change; but he professed to see how conditions in Chicago injured business at Baltimore. He said: "During the entire year an enormous stock of wheat has been held at Chicago, almost filling all storage capacity there, and as this was apparently in absolute control of a few holders, with ample means at their disposal, it has hung as a menace over the market at large and operated as a drag on the general situation."

Directors were elected as follows: J. Barry Mahool, Eugene Blackford, W. W. Rider, John J. Bufington and John L. Alcock.

#### PRESIDENT BERNET, ST. LOUIS.

At the annual election of officers of the St. Louis Merchants' Exchange there was chosen to fill the office of president a man who has been identified with the grain and milling interests of St. Louis for many years and who has always championed the



CHRISTIAN BERNET.

"square deal" principle for adjusting all the relations of business life. This gentleman, Christian Bernet, is vice president and general manager of the firm of Bernet, Craft & Kauffman, millers and grain dealers, who operate a 1,000-barrel mill at Mt. Carmel, Ill., and a 500-barrel blending plant at St. Louis.

Mr. Bernet was born in Switzerland in 1850 and came with his parents to this country twenty-two years later, the family settling in Wisconsin. In the year 1883 he removed to St. Louis, and for three years acted as broker for Wisconsin flour mills. In 1886 he formed a partnership with H. G. Craft in the flour commission business, and in 1903 the present firm was organized.

Mr. Bernet, aside from business, devotes much of his time to philanthropic work and is president of the Children's Home Society of Missouri as well as of the Piassa Chautauqua, the beautiful grounds of which are located a short distance from St. Louis.

#### PHILADELPHIA COMMERCIAL EXCHANGE.

The annual meeting of the Philadelphia Commercial Exchange was held on Jan. 30, when the following officers were elected.

Antonio Sares, president (without opposition); Louis G. Graff, vice president; Joseph W. Beatty, treasurer, and the following six directors to serve two years: George M. Richardson, Samuel L. McKnight, Emanuel H. Price, B. Devitt, John J. Buckley and C. Herbert Bell.

Samuel L. McKnight, retiring president, reported an increased movement of grain, hay and flour through Philadelphia in 1911 and more pleasant relations with the carriers, as well as improved terminal facilities, including the certainty of a new export grain elevator at the Pennsylvania Railroad's terminal. The grain embargo record was reviewed to note its favorable termination and the overhauling of the grain inspection office and the amending of the grading rules to sanction artificially dried corn.

Subsequently President Sans, at a meeting of the directory, in outlining the policy of his administration, said it was not his intention to deal with transportation companies, particularly the railroads,

with a club, as he believed that there was no necessity for the Commercial Exchange to assume a belligerent attitude against any railroad or corporation until all other measures fail; in that event, he said, he could be counted upon to be in the front rank to demand that justice be done.

The committee chairmanships were allotted as follows:

Grain Committee—Wm. M. Richardson.

Transportation—Walter K. Woolman.

Finance—Emanuel H. Price.

Membership—Barnabas Devitt.

Room and Fixtures—Samuel J. Clevenger.

Information and Statistics—W. S. Woodward.

River and Harbor—John J. Buckley.

Flour—C. Herbert Bell.

Hay and Straw—William A. Huey.

Provisions—George Hausmann.

Seeds—Charles R. Koch.

Complaint—Ambrose B. Clemmer.

Arbitration—George M. Warner.

#### CHANGES IN EXCHANGE MEMBERSHIP.

**Baltimore.**—Secretary Hessong of the Baltimore Chamber of Commerce reports that Messrs. C. De Peyster Valk and Lawrence B. Burford have been elected members and the certificate of F. Johnson Levering (deceased) was transferred in January.

**Chicago.**—Secretary Stone reports the following changes in the membership of the Chicago Board of Trade during January: New members—Harold L. Mack, Elliott Lowe, Geo. Gordon Hannah, Edw. C. Miller, John J. Casey. Transferred memberships—Estate of A. W. Walker, Richard L. Davis, Walter A. Scott, Earl H. Reed, estate of John H. Wrenn.

**Cincinnati.**—Superintendent Culkens reports the following new members admitted to the Cincinnati Chamber of Commerce interested in the grain trade: James W. Flannery, commercial agent, Ga., Southern & Fla. Rys., Ingalls building; William J. Fleming, manager, Hotel Sinton; Charles B. Hill, with Ellis & Fleming, hay and grain, 908 Fourth National Bank building.

**Kansas City.**—Secretary Bigelow reports the admission of C. H. Bacon to membership on the Board of Trade on transferred membership of C. E. Ryle.

**Minneapolis.**—H. W. Moore, Statistician of the Minneapolis Chamber of Commerce, reports that the following members were elected to membership in January, 1912: Frank A. Hubbs, Jacob Kunz, DeWitt V. Hales, A. E. Zonne.

**Milwaukee.**—Secretary Plumb reports the following changes in the membership of the Chamber of Commerce during January: New members—R. E. L. Senderling, John P. Prather, E. D. Morton, Chas. E. Laib, Louis Burgmaster. Transferred memberships—C. C. Rogers, Ernest Reel, Oliver Clyde Fuller, F. T. Van Strum.

**Peoria.**—Sec'y Lofgren of the Peoria Board of Trade reports that the following have made application for membership in the Peoria Board of Trade: J. C. Page, manager of the Corno Mills Co.; H. T. Boyd, gen. agt. Minneapolis & St. Louis Ry.; and Clifford Ireland, attorney-at-law.

#### CINCINNATI GRAIN TRADE.

The first "call" at Cincinnati took place on 'change on January 13, with H. E. Richter as temporary secretary and F. F. Collins as caller. The committee in charge of the call, who are responsible to the board of directors of the Chamber of Commerce for the proper conduct of the sales, are H. E. Richter, E. A. Fitzgerald, Frank F. Collins, Lyman Perin and Henry W. Brown. The first day resulted in the sale of 10,000 bushels of grain and 2,000 bushels under the rule for auctioning unsold consignments of hay and grain.

On January 26 steps were taken by the grain trade of the Chamber to form a separate trade section of the Chamber, when a committee, consisting of H. Edward Richter, chairman; F. F. Collins, E. A. Fitzgerald, H. W. Brown and Lyman Perin, was named to prepare for the organization, which will probably be called the Corn Exchange.

#### CHANGES IN RULES.

The Cincinnati Chamber of Commerce has adopted a rule providing that interest shall be charged on advances from the time the deal is made until the transaction is completed. The interest will be allowed from the time the deal is made until the delivery of the certificate of official weight, when bought on official weight, or when officially inspected. The charge shall not continue to exceed five days from the time of the delivery of the inspection certificate. This limit of five days is made because of delay in switching, etc.

The following changes have been approved by the directors:

"To amend Section 3, Rule 6.—Manner of Delivery and Payment for Grain and Hay Sold on Track.—The delivery of grain and hay sold on track shall be made by the tender of a written order for the property on some standard gauge railway company having an office in Cincinnati, properly accepted by such railway company, together with a certificate of the grain and hay inspector. Upon such tender being made the seller shall demand of the buyer eighty (80) per cent of the contract price on basis



of the weight of each car as shown by the shippers' advice, and the buyer shall pay same not later than 1 p. m. the next business day; if on Saturday, the time shall be 12 o'clock m., unless other terms are agreed upon at the time of the sale. The buyer to be allowed interest on said advancement."

"Section 3 A, Rule 6.—In all transactions based upon Chamber of Commerce official weights the buyer shall have five days from the time of the tender of the written order in which to furnish the seller the official weights. In case such weights are not furnished within five days, except for unavoidable causes, for which the buyer is not responsible, the seller shall have the right to settlement at shipper's weights, when same are properly certified and duly tendered."

"Section 3.—Interest Charges.—On all grain, hay or millfeed consigned to any member of the Chamber of Commerce, or to any firm or corporation duly represented in its membership, or bought by any member thereof, or any such firm or corporation, and shipped to Cincinnati or any common Cincinnati points, subject to either Cincinnati Chamber of Commerce weights or inspection, or both, the receiver or purchaser, as the case may be, shall charge the current rate of interest on any sum advanced on such consignment or purchase to the date of the weight certificate, when the trade is made on Cincinnati weights, or to the date of the inspection certificate, when the trade is made on Cincinnati inspection and other terminal market weights. Provided, however, that in no case shall interest be charged beyond a maximum of five days from the date of inspection; provided always that the minimum rate of interest so charged shall be at the rate of six (6) per cent per annum. Except that it shall not be required to charge interest on purchases to be shipped from other terminal markets where such purchases are made on either weights or inspection of said terminal markets."

"Section 4. Any member who shall be found guilty by the board of directors of a violation or evasion in any form or manner whatsoever of any of the provisions of this rule shall be subject to discipline by the board of directors, as provided for in Article V, Sections 8 and 9, of the by-laws."

#### CHICAGO BOARD ANNUAL MEETING.

The annual meeting of the directors of the Chicago Board of Trade was held on Jan. 15, when the officers-elect were inducted into office.

In his valedictory President Merrill proposed a rule that commission houses should obtain the consent of employers before taking trades from employees of other houses; that a committee should fix the value of the commodity on which default is made.

President Bunch reviewed the work of the past administration, which has to its credit the custodian department, the anti-corner rule and the rule supervising market letters and controlling private wires. He also congratulated the Board on the removal of the inspection department from the influence of politics, and recommended that the matter of a new building be taken under consideration.

The financial statement was as follows:

Receipts—	1911.	1910.
Regular assessments.....	\$123,412	\$124,650
Special assessments.....	41,125	41,550
Transfer membership.....	11,100	13,600
Rent, etc.....	139,797	135,473
'Phone rentals.....	12,214	12,758
Sampling grain.....	48,672	40,382
Market quotations.....	40,733	38,107
Totals .....	\$444,399	\$435,541
Expenditures—		
Interest .....	\$ 39,923	\$ 41,824
Taxes, real estate.....	41,125	44,962
Real estate, wages, etc.....	61,234	59,745
Repairs .....	13,951	6,269
Secretary's office.....	22,036	21,301
Other salaries.....	9,814	8,534
H. S. Robbins.....	5,000	5,000
H. S. Robbins' fees and other expenses.....	11,950	12,642
Counsel ex. com.....	7,124	6,562
Market committee.....	17,856	14,491
For market reports, etc.....	23,603	25,123
Grain sampling.....	42,776	36,428
Promotion committee.....	4,423	2,366
Purchase \$90,800 bonds.....	91,029	76,768
*Purchase of seventeen memberships .....	39,175	40,250
Totals .....	\$491,367	\$459,583
Cash on hand.....	51,136	98,399
*Fourteen in 1910.		

George F. Stone, secretary, was reappointed secretary for the twenty-eighth time; Walter B. Blowney was reappointed assistant secretary. The committees for the ensuing year are as follows:

Executive—Leland, Teare and McDougal.  
Finance—Mason, Lasier and Carden.  
Real Estate—Gates, Rice and Simons.  
Rules—Simons, Leland and Freeman.  
Legal Advice—Cross, Gates and Gerstenberg.  
Room—Carden, Cross and Simons.

Membership—Mason, Cunningham and McDougal.  
Warehouse—Cunningham, Andrew and Dillon.  
Grain—Rice, Pierce, Carden, Gerstenberg, J. C. Murray, W. N. Eckhardt and George A. Wegener.  
Clearing house—Lasier, Gates and Freeman.  
Market report—Andrew, Pierce and Wilson.

Violation of rules—Teare, Cunningham, Freeman, Leland, Andrew, Gerstenberg and Simons.

Transportation—Pierce, Andrew, J. C. Murray, G. W. Hales, E. L. Glaser, T. W. Brophy, Jr., G. E. Marcy, James Bradley, J. J. Stream and George S. Bridge.

Weighing and custodian—Andrew, Cunningham and Rice.

Claims—Dillon, Lasier and McDougal.

Meteorological observation—Carden, Teare and Wilson.

Provision inspection—Freeman, J. A. Bunnell, H. Boore, J. Roberts and A. T. Fuller.

Flour inspection—Rice, B. A. Eckhart, I. Horner and V. J. Petersen.

Flaxseed inspection—Gerstenberg, Lasier and Carden.

Other inspection—Wilson, Mason and Dillon.

Arbitration committee on grass and field seeds—Gerstenberg, A. L. Somers, F. E. Winans, T. M. Hunter, C. A. Heath, G. A. Wegener and G. S. Green.

Insolvencies—Dillon, Cross and Gates.

Members' rates—Wilson, Teare and Cross.

Call—W. N. Eckhardt, E. L. Merritt, G. B. Van Ness, J. P. Griffin and S. T. Graff.

Special promotion—McDougal, Pierce, Leland, J. C. F. Merrill, S. P. Arnot, J. C. Murray, A. J. White, H. N. Sager and W. L. Gregson.

Other officers appointed then and subsequently are as follows:

Ernest A. Hamill, treasurer.

Henry S. Robbins, counsel.

Chester A. Legg, counsel to executive committee.

Wm. M. Hopkins, manager transportation department.

H. A. Foss, chief weighmaster and custodian of cash grain.

Samuel Powell, manager clearing house, and Jas. F. Lee, assistant.

John A. Tobey, inspector, registrar and weigher of provisions.

Chas. F. Leas, inspector of flaxseed.

Robert P. Kettles, chief of grain sampling department.

Henry R. Whiteside, hay inspector.

John T. Canvin, flour inspector.

#### ANTI-FUTURES BILLS.

There are only twenty-six anti-futures bills before Congress, the most formidable, perhaps, of which is the Lever bill to prohibit future trading in wheat, corn and oats. Mr. Lever is a member of the House committee on agriculture, which has charge of this kind of bills.

It provides (Sec. 2) that it shall be unlawful for any one to, etc., etc., "without intending that such wheat, corn or oats shall be actually delivered or received," or offering, etc., etc., "without being thereby obligated to accept or to deliver such wheat, corn or oats, and the transmission of any message relating to any such transaction is hereby declared to be an interference with commerce among the states and territories and with foreign nations."

"Section 3 of the bill requires an affidavit from persons making contracts to deliver wheat, corn and oats, but adds the following proviso: Provided, that any person electing to do so may file with the telegraph, telephone, wireless telegraph, or cable company an affidavit stating that the message or messages being sent, or to be sent, for the six months next ensuing by such persons do not and will not relate to any such contract or offers to contract as are described in section 2 of this act, and any such company shall issue thereupon a certificate evidencing the fact that such affidavit has been duly filed and such certificate shall be accepted in lieu of the affidavit herein required at all the transmitting offices of such company during the life of said affidavit. Any person who knowingly shall make a false statement in any affidavit provided for in this act shall be punished by a fine of not more than five thousand dollars nor less than one thousand dollars and shall be imprisoned for not more than two years nor less than one year. And in any prosecution under the provisions of section 2 or 3 of this act the proof of failure to make any affidavit herein required shall be prima facie evidence that said message or messages related to a contract prohibited by section 2 of this act."

Section 6 contains the old provision about not allowing printed matter relating to futures to go into the mails.

H. Kern, chairman of the Liverpool cotton bills of lading conference committee, and James H. Simpson, secretary of the European bankers' conference committee, reached New York on January 16 to get into closer touch with American bankers, railroad men and cotton shippers and to arrange for a more satisfactory system of safeguarding cotton bills against fraud and forgery.

## COMMISSION

Horace Wing has been engaged by the Armour Grain Co., Chicago, as an additional salesman in the corn pit on change.

Edward L. Glaser, president of the firm of Rosenbaum Brothers, Chicago, Ill., is enjoying the climate of Southern California with his family.

The Hoebel Grain Company has been organized at Kansas City, Mo., with a capital stock of \$20,000. The incorporators are Louis Hoebel, Fred W. Hoebel and Edwin O. Hoebel.

The firm of Walter Thexton & Co. has been organized at Minneapolis, Minn., to do a general grain receiving and shipping business. Offices are in 81 Chamber of Commerce building.

Articles of incorporation have been taken out by Hermann & McCoy Co. of Indianapolis, Ind. They will do a general commission business in hay and grain. Capital stock is \$25,000.

Chas. Beardsley of Picker & Beardsley Commission Co., of St. Louis, Mo., left St. Louis on February 3 with his wife on a trip to Florida and Cuba. He will be absent about thirty days.

The Chalmers Grain Co. of Chalmers, Ind., has been incorporated with a capital stock of \$20,000, to operate grain elevators. The incorporators are J. W. Pearson, J. V. Younger and E. E. Hoff.

Ralph McDermid, recently of Rosenbaum Brothers, Chicago, is taking a vacation in the south. On his return he will engage in the grain brokerage and commission business on his own account.

J. C. Fallis, formerly with W. L. Green Commission Co., St. Louis, Mo., has associated himself with Eaton, McClellan Commission Co., and for the next three months will handle seed corn exclusively.

The Cunningham-Evans Grain Co. of Bedford County, Tenn., has been incorporated with a capital stock of \$10,000, by W. P., W. G., and G. P. Evans, J. H., and T. G. Cunningham and J. D. Holton.

The Chicago Board of Trade will be represented at a meeting of the National Citizens' League at Peoria, Ill., to prepare a sound banking system, by President Frank M. Bunch, Robert McDougal and S. P. Arnot.

The National Hay and Grain Co. has been incorporated at Manhattan, New York, to do a general grain and hay business. The capital stock is \$25,000 and the incorporators are F. A. Judd, St. Albans, Vt.; J. A. Judd and A. Dingwall of New York.

Stiefel & Levy of Fort Wayne, Ind., have absorbed the five elevators of the Stiefel Grain Co., and the six elevators of Ben Levy. Under the new firm name of Stiefel & Levy they will operate the eleven houses and make a specialty of grain and seeds.

The Ferger Grain Co. of Cincinnati, Ohio, has incorporated with a capital stock of \$150,000. The incorporators are August Ferger, John A. Ferger, Thos. Dugan and James Forbes and the company takes over the grain and hay business of August Ferger & Co.

Ware & Leland of Chicago has sent out a most attractive and novel calendar to their friends. It is good for 110 years. You push the button and it does the rest. It will make a handsome addition to the grain man's desk and the Chicago firm expresses the hope that all their friends will live the calendar's limit.

Shepard, Clark & Co., members of the Cleveland Chamber of Commerce, Cleveland, O., has sent out a calendar for 1912, with a 12x16 inch illustration of the picture "Spirit of '76." The members of this firm are E. F. Shepard, O. W. Trapp and Chas. G. Clark, and they do a business in grain, hay and feed in car lots.

T. A. Bryant has opened an office at 315 Fleming building, Des Moines, Iowa, and will represent Moore-Seavers Grain Co. of Kansas City; Merriam & Millard, Omaha, Neb.; J. H. Teasdale Commission Co. of St. Louis, Mo.; Tyng, Hall & Co., Peoria, Ill.; John R. Wade Bros. of Memphis, Tenn.; H. S. Antrim & Co. of Cairo; Chas. I. Jones, Nashville.

Joseph Gregg & Son of Atlanta, Ga., have leased from the Southern Railway at Atlanta on their tracks, the large and conveniently located warehouse which they have rechristened "The National Warehouse." They took possession and moved their offices to the warehouse February 1. They will have large storage facilities and will give all property entrusted to them the best care and attention, whether put in their hands for sale or simply stored.

Harry C. Miller, active head of the grain firm of L. F. Miller & Sons of Philadelphia, Pa., has severed his connection with the firm and the business is now under the sole control of his brothers, John E., Morris F. and Roy Miller. Mr. Miller gave out the statement that his reasons for withdrawing from the firm was the pressure of other business. He will hereafter devote his entire time to the expansion of the Keystone Elevator and Warehousing Company, the Southern Steamship Co. and the Keystone Warehouse and Transfer Companies of Buffalo.



## ASSOCIATIONS

Ten arbitration cases were started before the National Association between January 6 and February 5.

The Amarillo Mill and Elevator Co. has been elected a member of the Texas Grain Dealers' Association.

T. P. Riddle of Lima conducted a local meeting at Bellefontaine, O., on Jan. 31, which was attended by about a dozen dealers.

E. C. Eickenberry of Camden, elected vice president, is now president of the Ohio Grain Dealers' Association, filling the vacancy caused by death of M. W. Miller.

Secretary Strong reports the following new members of the Illinois Grain Dealers' Association, all of St. Louis: O. H. Albers Commission Co., 626 Pierce Building; Hunter Grain Co., 355 Pierce Building; John Wahl Commission Co., 414 Chamber of Commerce.

Senator Cullom and Representative Gallagher have presented to Congress the resolutions from the Illinois Grain Dealers' Association, favoring an appropriation of not less than \$100,000 for the maintenance of the Grain Standardization Laboratory of the Bureau of Plant Industry of the Department of Agriculture. They were referred to the committee on appropriations.

Sec'y J. Vining Taylor has issued a revised membership directory of the National Hay Association that has been admirably arranged and printed (without advertisements), the most convenient list of dealers put out by any association. The list of names has been corrected to January 1, 1912; 70 new members have been inserted since the annual report was published.

Secretary Gibbs of the Texas Association gives notice to receivers, citing the trade rules and arbitration decisions, to the effect that when shipments misgrade no dockage will be allowed when such shipments are unloaded by receiving mills or elevators without first notifying shipper of such miss of grade and enabling them to furnish other grain that will accord with the terms of contract, unless the contract specifically reads BASIS No. 2, etc.

Secretary Smiley in his latest bulletin says: "Several shippers have advised me that they have accepted bids on 3 or better corn from brokers in Fort Worth, Texas, and have shipped corn to apply on sales that contained not to exceed 19 per cent of moisture, which was refused. In one instance shipment was made of corn containing 17.2 per cent of moisture to apply on a 3 or better sale and it was refused, the buyer demanding corn containing not to exceed 14 per cent of moisture." As the National Association grade rules are supposed to be in force and effect at Fort Worth as well as in Kansas, Mr. Smiley says: "As a number of shippers have had trouble in disposing of shipments to Texas, we would suggest that before accepting bids or confirming sales you have an understanding with the buyer as to what constitutes 3 or better corn and what per cent of moisture it may contain. By adopting this plan you will probably be saved trouble and expense."

### DATE OF NATIONAL CONVENTION.

October 1, 2 and 3 inclusive, 1912, have just been agreed upon as the time of holding the sixteenth annual convention of the Grain Dealers' National Association at Norfolk, Va.

### NEW MEMBERS OF THE NATIONAL.

The following new members have been admitted since the last report here:

Frankfort, Ind.—A. B. Cohee & Co., Cbas. A. Ashbaugh, Wm. Frank & Co. Indianapolis, Ind.—Frank A. Witt. Milwaukee, Wis.—Stacks & Kellogg. Toledo, O.—Fred W. Haigh associate.

### WEIGHTS AND MEASURE LAW OF INDIANA.

Sec'y C. B. Riley calls attention to the law of Indiana effective Jan. 1 relating to weights and measures, scale inspections, etc. It provides for a Commissioner of Weights and Measures, deputies and inspectors, county and city sealers, who are not only permitted but required to visit and inspect twice each year, all scales, measures, etc., and when they find a violation of the statutes relating to weights and measures they shall cause the violator to be prosecuted. Such officers are given police powers and may enter on the premises of scale owners at any time and any resistance incurs penalties.

The law makes no provision for the deputy inspector or other official to repair, adjust and put into condition scales that are found to be out of condition. The question of intent to defraud or maintain defective weights or measures is not a condition precedent to an infraction of the law, so that if users of weights and measures are so unfortunate as to have their appliances out of condition when the inspector calls they can be prosecuted and there seems to be no alternative in the law,

even if the department wishes to deal leniently with first offenders, that section containing the following language:—

"Whenever the County or City Sealer finds a violation of the statutes, relating to Weights and Measures, he shall cause the violator to be prosecuted."

Section 8 provides:—"Any person who by himself or by his servant or as the servant or agent of another, shall use or retain in his possession any false scales, weight or measure or weighing or measuring device, in the buying or selling of any commodity or thing, or who shall dispose of any condemned scales, weight, measure or weighing or measuring device contrary to law, or remove any tag, stamp or mark placed thereon by the sealer; or any person who by himself or by his servant or agent or as the servant or agent of another shall sell or offer or expose for sale less than the quantity he represents, or any person who by himself or by his servant or agent, or as the servant or agent of another, shall sell, offer for sale, or have in his possession for the purpose of selling any false scales, weight or measure or any device or instrument to be used or calculated to falsify any weight or measure, shall be guilty of a misdemeanor and shall be punished by a fine of not less than ten dollars nor more than one hundred dollars, to which may be added imprisonment in the county jail for not more than three months upon first conviction; and upon a second or subsequent conviction, he shall be punished by a fine of not less than twenty dollars nor more than five hundred dollars, to which may be added imprisonment in the county jail for not more than six months."

### NATIONAL HAY ASSOCIATION INSPECTION RULES.

Secretary J. Vining Taylor has issued in convenient form the descriptions of the "Grades of Hay and Straw Established by the National Hay Association," copies of which can be had from him at Winchester, Ind.

These grades are identical with the Board of Trade grades at Chicago; are used in part at Baltimore and Cincinnati and are official in whole in the following markets: Atlanta, Birmingham, Buffalo, Columbus (O.), Cleveland, Duluth, Indianapolis, Jacksonville (Fla.), Kansas City (Mo.), Louisville, Minneapolis, Nashville, New Orleans, New York, Norfolk, Philadelphia, Pittsburgh, Richmond (Va.), Saginaw, St. Louis, St. Paul, Savannah, state of Minnesota, Toledo, Washington.

The instructions to association inspectors are useful to shippers, and are as follows:

"It is the opinion of a large majority of our shippers that inspectors are too technical and stringent in the grading of No. 1 timothy. 'Good color' should not be construed to mean the same as 'bright, natural color,' as used in describing choice timothy. The words 'good color' should not exclude hay with brown blades if in all other respects it is good enough for No. 1 timothy. Neither should these words exclude hay with slightly brown heads if in other respects good enough for No. 1 timothy."

"Inspectors should always bear in mind that they should be arbitrators between buyer and seller, and that they should not unfairly favor either, even though one is present and the other is not."

### ILLINOIS DIRECTORS AT LOUISVILLE.

In view of complaints by shippers of the inspection and discounts at Louisville, a special committee of the Illinois Association was sent to Louisville, where on Jan. 11 and 12 they presented their case. As a result of the conference, the Louisville dealers adopted the following resolutions, which have been approved by the Board of Trade Grain Committee:

"Whereas, certain complaints and criticisms have been presented by the aforesaid committee relating to the grain business of Louisville, and

"Whereas, these complaints and criticisms seem to be based on a lack of information as to and a distrust of the methods and practices of the grain trade in Louisville; now, therefore, be it

"Resolved, That in order that there may be the fullest information among grain shippers to the Louisville market, we hereby declare it to be our purpose, as soon as may be, to publish a price current, or bulletin, weekly, giving the daily receipts and grading of all grain; and be it further

"Resolved, That in order that the trade may fully understand the requirements of this market as to the grades of corn, it is hereby declared that the maximum moisture content which may be allowed in corn shall be as follows: No. 2 corn, 16 per cent; No. 3 corn, 18 per cent; No. 4 corn, 20 per cent, and all corn containing a greater amount of moisture than 20 per cent shall be sample or no grade corn; and be it further

"Resolved, That a discount committee is hereby authorized, to be composed of three members, to consist of the chairman of the grain committee of the Louisville Board of Trade, and two other members of said grain committee, to be selected by said committee, whose duty it shall be to meet each business day and fix the commercial discount on off grade grain; and such discount so determined by said discount committee is hereby declared to be

the official discount of the Louisville, Kentucky, market, and off grade grain shall be applied on contract on the day received at said official discount."

The committee (Lee G. Metcalf, H. I. Baldwin and S. W. Strong) in their report say:

"Your committee would particularly call your attention to the fact that the dealers in Louisville assured them repeatedly that they did not want off grade corn, but, on the contrary, want only good, sound, clean corn and will not receive as No. 3 any corn with a greater moisture content than 18 per cent, and for No. 4 not more than 20 per cent. Grain shippers may expect heavy discounts if they ship off grade corn to Louisville."

"Your committee report that there is only one Weighing Department at Louisville, which is used by all dealers, and were assured that every effort would be made to have the weighing of grain exact and reliable, in that market."

There are two inspection departments (Board and State). This cannot be remedied, but both use the same grade rules.

### KANSAS GRAIN DEALERS.

Following is the program of the fifteenth annual meeting of the Kansas Grain Dealers' Association, to be held in the assembly room of the Coates House in Kansas City, on Tuesday, Wednesday and Thursday, February 20, 21 and 22, 1912:

#### FIRST SESSION—TUESDAY AT 2 P. M.

Meeting called to order by the president, W. C. Brown of Beloit, Kas.

Address of welcome by George H. Davis, president of the Kansas City Board of Trade, and response by W. C. Brown, president of the Kansas Grain Dealers' Association.

President's address.

Reading minutes last annual meeting.

Address—"Commercial Compromises," by J. Ralph Pickell, secretary of the Council of Grain Exchanges, Chicago.

Address—"Scale Testing," by H. A. Foss, chief weighmaster, Chicago Board of Trade, Chicago.

Address—"Advantages of Office Inspection Over Track Inspection," by F. W. Eva, chief grain inspector of Minnesota, St. Paul.

General discussion.

Appointment of committees.

Adjournment.

#### SECOND SESSION—TUESDAY EVENING, 8 P. M.

Address—"Arbitration," by H. L. Strong, Conway Springs, Kas.

Address—"Reasons Why Some Country Grain Dealers Do Not Make Money," by E. Bossemeyer, Jr., Superior, Neb.

Address—"Our Sampling Department," by W. C. Goffe, Kansas City, Mo.

General discussion.

Adjournment.

#### THIRD SESSION—WEDNESDAY AFTERNOON, FEBRUARY 21, 2 P. M.

Address—"The Particular Needs in Western Kansas," by Prof. J. H. Miller, representing the Agricultural College at Manhattan, Kas.

Address—"The Future of the Grain Trade," by F. A. Derby, Sabetba, Kas.

Address—"Trip to Panama," by W. C. McGowan, commercial agent of the Nickel Plate Railroad, Kansas City.

General discussion.

Adjournment.

#### FOURTH SESSION—THURSDAY MORNING, FEBRUARY 22, 9:30 A. M.

Address—"The Relation of the Country Grain Dealers to Each Other and Their Customers," by E. P. Hubbard, Juniata, Neb.

Address—"Presentation and Payment of Claims for Loss in Transit," by H. C. Pribble, freight claim auditor, A. T. & S. F. R. R., Topeka.

General discussion: "Do we favor a dockage system of inspection?"

Adjournment.

#### CLOSING SESSION—THURSDAY AFTERNOON, FEBRUARY 22, 2 P. M.

Secretary's annual report.

Secretary's financial report.

Report of committees.

New business.

Election of officers.

Adjournment.

The Boulder Mill and Elevator Co. on January 21 received a remittance of \$500 accompanied by a note saying that many years ago the sender had taken \$200 from the company, that he had been troubled about it ever since and was now returning it with interest. He directed that the acknowledgment of the receipt of the money be sent to a St. Paul priest whose name and address were inclosed. Manager C. W. Rowland, who has been with the company since 1889, recalls that in September, 1885, while he was working in the capacity of miller, the safe of the institution was blown open and several hundred dollars stolen. No clue was ever obtained to the thieves and Rowland now believes the sender of the money was one of the robbers.



## HAY AND STRAW

Hay is bringing \$20 f. o. b. in Riverside, Cal.

Nebraska prairie hay is selling in Iowa from \$15 to \$18 a ton.

Cow pea hay is being used with corn fodder for roughage in Kansas.

Elwood, Ind., is shipping hay. Others towns in that region are short.

An alfalfa palace, to boom the use of alfalfa, is projected for Billings, Mont.

Farmers about Fresno, Cal., will have more land to hay this coming season than ever before.

Hay costs \$25 a ton in Champaign, Ill., and straw \$17.50. Farmers are getting \$22 and \$23 for their hay.

Hay is bringing from \$11 for the poorest grade to \$20 for the best at Kansas City. Alfalfa is bringing \$19.

The Safford Hay & Grain Co., Safford, Ariz., will erect a large warehouse in Safford. It will be used as a storage for equipment.

Moffat County, Colo., has such an abundance of forage and hay that cattle are being shipped in to the ranches to use up the surplus.

An alfalfa mill is being agitated at Perris, Cal., again. Alfalfa growers are being interested and circularized by a San Francisco company.

Germany's hay crop for 1911 amounted to 27,000,000 tons, against 40,000,000 tons in 1910. Large quantities of cereal feeds are being imported.

The embargo on the Illinois Central at New Orleans, La., was raised a short time ago. The embargo had lasted some time owing to the strike.

On account of increasing business along its manufactured lines, the Quaker Oats Co. has discontinued handling hay, and has asked that no more hay be consigned to it.

The hay embargo on the New York Central lines was further modified, January 27, but the embargo does not permit the acceptance of shipments from connecting lines unless originating or loaded at New York State points.

The hay supply of La Salle County, Ill., is exhausted and farmers are feeding horses and cattle on straw and shredded corn stalks. Several cases of blind staggers have been reported, thought to be due to too much dry feed.

The value per acre of the Wisconsin alfalfa crop is the highest of any state, according to the census returns. Alfalfa was worth \$31.24 per acre in Wisconsin. Although production and acreage was low, the value makes a good average.

The National Hay & Grain Co., of which F. A. Judd is the president, is the name of the company which has taken over the plant and property of the American Hay Co., at St. Albans, Vt. The latter company has decided to make its headquarters at Rouses Point, N. Y.

Hay dealers of Kansas City, Mo., are urging the city council to grant them a switch track to the immense warehouse that has been erected to facilitate the handling of hay. The dealers are opposed by the executor of an estate which borders on the proposed switch track, and who claims that such a track will be a detriment to the property. A real estate expert has declared that the switch would make the property more valuable.

A. F. McCaleb and C. D. Young of Phoenix, Ariz., have been promoting the rebuilding of the Phoenix Alfalfa Mill. A small amount of stock in the reorganized company remains unsubscribed, but work will probably start within a short time. It is proposed to erect a three-story reinforced concrete mill to replace the mill that was burned on September 16. No insurance was carried on the old plant, owing to the prohibitive rates. There was about \$15,000 salvage in the way of tanks, machinery and the like, from the old plant, and about \$30,000 will be needed to erect the new plant and place it in operation. All but about \$6,000 in stock has been subscribed.

The general markets of the country for hay are about equal to the market demand with a situation fairly satisfactory. Average receipts at the many domestic markets have been equal to the wants of consumers and shippers. In some markets there is an increase of stocks varying from good to poor qualities. New England complains much of the quality of the Eastern hay offering, while receipts from farther west were of better quality. Canadian hay continued to move across the border but its value was less esteemed than hay from the middle states. The movement of hay was good throughout the Middle Atlantic States with choice qualities bearing top prices and in a few instances there are records of \$27 a ton paid. In the Middle West the movement has been steady with little and in some cases no decline for the last week. The demand is fair with a general supply of all sorts mostly able to meet it. In the South owing to the late cold weather, there was larger demand with supply too

light in some cases to satisfy it. It is there that the extreme prices for choice come up to \$28.50 to \$29 per ton. On the Pacific Coast there has been no additional strength and in some cases a slight decrease in value is reported.—Market Record.

The New York State Hay Dealers' Association has passed resolutions recommending the licensing of the hay pressers. The association will draft amendments to the present law governing the sale of hay and present them to the legislature. The association claims that the pressers pay their men by the ton and the men put up short bales and label them full weight in order to increase their pay. According to the law the dealers are responsible for any shortage in weight, and the association wants to make the pressers responsible.

### SAVED THE PRAIRIE SOD.

W. G. Toedman of Yates Center, Kas., refers to many land owners down that way who have become wealthy out of the raw prairie lands which they have owned several years and which they have never broken up. Each year seems to make these lands more valuable. "These lands are especially valuable for raising the plain prairie hay," he said. "Many land owners who broke out their prairie hay sod a few years ago now regret it. The hay is a sure crop and it is such a staple crop that it is worth looking after. A hay crop is so much easier handled than a grain crop. Land that is rented for cash seldom brings more than \$5 an acre, while the prairie hay land will do that, and at the same time the land does not become impoverished, as land does when it is farmed. The prairie hay brings a better price one year with another than timothy and clover. It contains no dust and can be fed to any kind of stock."

### ALFALFA CHOP IN ENGLAND.

The supply of alfalfa chop to the Liverpool market is usually received from South America. The importation at this time from the various countries in South America is prohibited on account of the alleged prevalence of foot and mouth disease in that part of the world. Neither alfalfa nor alfalfa chop is imported from the United States. Alfalfa and alfalfa chop are used as cattle feed, and their use is limited by the fact that they are used only as cattle feed in the city, the farmers in the country having their own pasture land for summer grazing and in the winter hay and produce of their own growing.

The wholesale price of alfalfa chop varies from \$20.67 to \$21.89 per ton of 2,240 pounds for good green quality. Those interested in the sale state that there is no demand for poor qualities; that alfalfa of a dry character and brown in color should not be shipped; and suggest that a trial shipment of not more than 50 tons be made to test the market.—Nat. Hay Ass'n Circular.

[Special Correspondence.]

### THE HAY TRADE OF BOSTON.

BY L. C. BREED.

In respect to the volume of dealings, Boston may fairly claim to be a large hay market, possibly the second or third in size in the country, since the receipts run from 250 to 350 cars per week the year round. The origin of the hay handled by Boston concerns varies on each crop, being governed by the outturn of the crop in different parts of the country. Some years, for instance, Boston offers a good market for Western hay, and considerable some seasons is received from Ohio and Michigan, but this is not the case at present, as there is not much hay coming in from west of the Hudson River. Maine and Vermont and the province of Quebec are now supplying most of the hay that is being shipped to Boston.

While there is still a good deal of hay handled on commission, it is likely that most of it is bought outright. As fast as the cars can be unloaded in the hay sheds of the railroads and duly inspected, the hay is sold. The regular terms are payment in 30 days, but some customers are not prompt in settling bills and accounts are not all settled on that basis.

It is hardly probable that of the daily receipts over 5 per cent is choice hay. A large percentage of the receipts is sold to the cattle exporters who require the hay for feeding cattle on the steamers en route to various European ports. It is believed that as much hay is sold here for that trade as there is in New York. There is a good demand for swale hay for miscellaneous packing purposes. Regarding the size of packages, a large proportion of the receipts are small bales, the perpetual press being quite generally used to save labor. Large bales, however, are much preferred by some buyers owing, for example, to the fact that the quality of the hay is generally better or at least the hay is less likely to become hot, and so large bales command a premium.

Notwithstanding there is a duty of \$4 per long ton on Canadian hay, Boston has for many years taken a large share of its receipts from the province of Quebec.

For a long time it was customary to post the receipts in the sheds, the railroads giving the name of each consignee and the number of cars, but last

year the Interstate Commerce Commission made a ruling forbidding this, taking the ground that receivers of hay must not be allowed to obtain this information regarding the business of other parties who were also handling hay.

Stocks in Boston are moderate and the receipts on track and in the sheds are fairly well cleaned up from week to week. Rye straw comes mostly from Eastern New York.

There are several firms engaged in the hay business in Boston, who have a large country trade, and have numerous customers in the interior cities of New England. Most of the hay handled in the cities is for feeding horses.

A growing business in the export of hay is a feature of the trade in Boston.

Among the leading wholesale dealers in hay are: Hosmer, Robinson & Co.; Gilmore, Smith & Co.; W. S. Leavitt & Co.; W. J. Phelps; J. Walter Sanborn & Co.; C. H. Bates; Anderson & Co., and C. F. & G. W. Eddy, all of whom have offices in the Chambers of Commerce; Lord & Webster Co., 250 Commercial street.

### HAY TRADE CONFIRMATION BLANK.

At the 1911 convention of the National Hay Association the secretary was directed to make arrangements to supply the trade with an official confirmation blank. This arrangement has been made and Secretary Taylor, Winchester, Ind., is now prepared to furnish printed supplies at the sale of \$4.50 per 1,000, including sheet for carbon copy, put up in packs of 100 each.

The specifications of this blank include the usual lines for names of parties and blank spaces for the following particulars: No. of cars, No. of tons, Grade, Size of Bales, Basis, Time of Shipment, Time of Delivery, Inspection, and the following terms, below which will be the signature of party signing, the document to be exchanged by buyer and seller:

"Same to be shipped and billed as follows: Notify ..... and routed via ....."

"BILL OF LADING—Must show rate of freight, point of shipment, be properly dated, signed in writing by the railroad agent (not by a rubber stamp), and be endorsed on the back by the shipper.

"INVOICES—Must show our purchase number, car number and initial, number of bales and weight of each car, price, point of shipment, routing, etc.

"DRAFT—Sight draft in full, bill of lading attached for each car, unless otherwise agreed upon.

"NOTICE—It is expressly understood that trade rules of the National Hay Association in force at time of making this confirmation govern this contract; if these terms are not satisfactory advise us at once. Failure to do so will be considered as acceptance of same.

"All claims for differences in grades and weights must be accompanied by the original paid freight bill, official or sworn certificate of inspection and weight, and forwarded not later than ten days (if possible) after arrival of car. National Hay Association rules for grading to govern. Weights on all hay guaranteed within .. per cent except alfalfa, which is guaranteed within .. per cent. Seller to pay the customary charges for weighing and inspection if weighed and inspected where such charge is made."

### WANTS AN EXPORT DUTY.

F. W. Thompson, vice president and managing director of the Ogilvie Flour Mills Co., according to the Winnipeg Free Press, wants an export duty on Canadian wheat. Speaking on 1911 crop conditions. Mr. Thompson said:

"From a milling standpoint the grading of this year's crop has been most disappointing. Up to Dec. 31 less than 4 per cent of the total crop inspected was No. 1, and not over 18 per cent No. 2. As these percentages are based upon the deliveries which came largely from Manitoba, being the first to make market, it will be found from now on the percentage of high grades will show an even smaller proportion.

"In view of existing conditions the question naturally arises as to there being a sufficient quantity of good wheat for seed requirements next spring. It may become the duty of the government to make a thorough and early investigation of this condition, it being well known from past experiences that where low grade is sown a much larger quantity is required, and even then in a dry season the plant is too weak to withstand any unfavorable weather conditions.

"Even Canadian millers may experience considerable difficulty in getting sufficient high grade wheat to fully meet their requirements, and the question of an export duty on the high grade wheats as a matter of protection to home requirements and seed may with every justification be seriously considered. The total quantity of wheat marketed to this date exceeds 100,000,000 bushels. The bulk of what is now remaining in the country is low grade. A large proportion of this, variously estimated at from 25,000,000 to 30,000,000 bushels, is totally unfit for milling."



## BARLEY and MALT

Barley has been higher in some Minnesota towns this year than it has been for 50 years.

A sale of 20,000 hus. or more No. 2 red wheat to a malting concern at 97c was reported on January 18.

New Zealand breweries at Auckland, N. Z., are buying large quantities of Canada barley from sample.

The Canada Malting Co. will put up a malt house and concrete storage tanks at Calgary, Alta. The tanks will have a capacity of 400,000 bushels.

The agents of the Southern Pacific road in Oregon announce that every farmer on that line who will agree to sow one or two acres of barley this year can get seed free from Harvey E. Lounsbury, general freight agent of the system in Oregon. The seed is a special variety which the Oregon Agricultural College has been experimenting with, and is found peculiarly adapted to the needs of fattening live stock and poultry. It will yield about 50 bushels to the acre.

### THE BARLEY GROWER.

The farmer who grows barley for the brewer must specialize in a type of fine color, thin and slightly crinkled skin, and of good weight and boldness. The weight must be 56 to the hushel, says a London paper. The farmer who grows barley for the distiller needs not to offer the same quality, for a fairly hold, rough type, 52 to 53 lbs. the bushel, will suffice. The price will average in London from 90c to \$1.32 for hrewing and 85c for distilling barley.

These being the conditions, it will be seen that the decline in the demand for spirits is a serious matter for the grower of distillery barley. Figures are: 1910, 43,830,000 gallons; 1911, 41,167,000 gallons.

Will the brewer buy if the farmer produces more fine and heavy barley, concentrates on quality, instead of quantity? With the season for harley sowing nearly on, the matter is important. British hrevery returns are as follows for harrels brewed: 1910, 32,947,000; 1911, 33,618,000. There was an increase, certainly, but a very small one, and in 1900 37,090,000 barrels were brewed. It should be remembered that these home figures, while including spirit distilled and heer brewed for export, hardly represent the feature of an improved demand for British ale, heer, and spirits on the part of oversea purchasers.

### BARLEY AWARDS.

The report of the secretary of the barley exhibit of the Second International Barley and Hop Prize Exhibit has been published and contains the following data concerning the American exhibits of barley:

**"Manchuria Class.**—The six-rowed barleys of the Wisconsin pedigreed type, seeds of which were disseminated by the Agricultural Experiment Station of the University of Wisconsin, took by far the largest number of prizes, and are characterized by the high number of points awarded. The crop of 1910 contained no specimen under 87 points, and was found superior to the 1911 crop.

**"Two-rowed Class.**—The American two-rowed barleys grown in the Middle Western and Eastern States with few exceptions had excessive albumen content (14 to 1.5 per cent), disqualifying them for merit. The same strains in Idaho, Montana and the coast states were awarded prizes for high merit; for instance: Svanhals, Idaho, 97 points; Svanhals, Wisconsin, 81.5 points; Chevalier, California, 91.49 points; Chevalier, New York, disqualified. The highest number of points reached in the International contest was by Idaho, Svanhals, with 97 points according to American standard.

**"Bay Brewing.**—The Bay Brewing Coast barleys conform in their general characteristics more nearly to the two-rowed barleys of the Far West, Idaho, Montana and California, and may be favorably compared with the two-rowed barleys of the old country, excepting that they have a thicker husk, resulting in lower extract yield of their malts. The number of points awarded a considerable number of these exhibits was high, one reaching 97, or as high as Idaho Svanhals.

**"Conclusions.**—It seems evident, therefore, that the climatic, soil, and other cultural conditions of the barley-growing sections of Idaho, Montana and the Coast are better suited to the growth of barleys that conform to the European type in their brewing qualities, than the barley-growing sections east of the Rocky Mountains, which seem to be the home of the Manchuria, Oderbrucker, and related varieties, where the cultivation from proper seed, such as the available pedigreed types, yield barleys of the highest class, suitable to advanced requirements.

"Whether these Manchuria varieties will do as well or better in the Western area, where they have been introduced, for instance, in Montana, remains a matter of future concern.

"That the Exposition has fulfilled its mission in stimulating the interest of grower, agronomist and

consumer, and that efforts in the same direction should continue, is evident."

[For the "American Elevator and Grain Trade."]

### THE CHICAGO BARLEY MARKET.

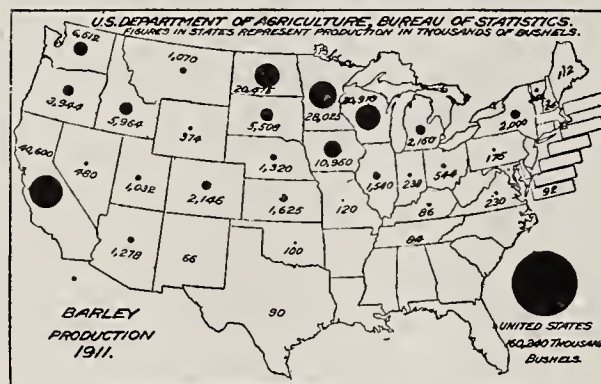
BY A. L. SOMERS,  
President Somers, Jones & Co.

The week of February 10 closes with a decidedly firmer undertone in barley values. There has been a moderate advance in all kinds since early in the week, amounting in many cases to from 3 to 5c per bushel. Malting today, Saturday, February 10th, ranges from \$1 to \$1.32, mainly \$1.15 to \$1.28. The supply is lessening and the demand promises to improve still more, shortly.

There are no developments of especial moment in the market this week. The malt trade has been a trifle slow, but it is well understood that consumers have moderate supplies only and that they will need considerable more barley and malt before the end of the season.

The continued fairly heavy movement of Canadian barley across the line, subject to the 30c per bushel duty, has no doubt been a weakening feature. The quality of that barley is poor. Much of it is hardly fit for malting purposes, owing to its poor, damaged quality, but the trade is evidently taking it for malting purposes, perhaps not realizing that it is high at any price, and it is bound, under the circumstances, to supply the needs of a certain class of trade and to reduce the demand at least somewhat for other kinds.

The offerings of Coast barley have become very light and the light reserves in the Coast territory are bringing fancy prices for feed purposes at home—enough so to preclude the sending of any further quantities of moment to the Eastern markets. The barley from that territory, in other words, is practi-

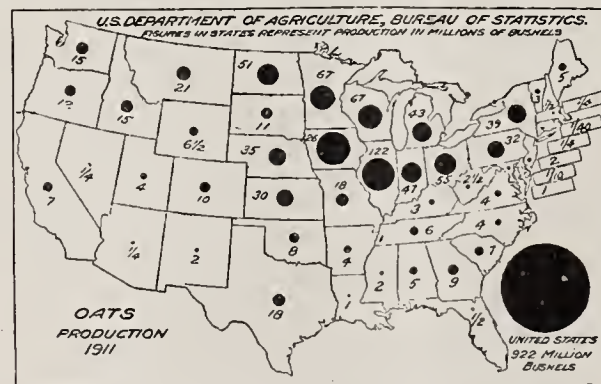


cally out of the race for the balance of the season, and it is a question whether any Coast harley of moment will be sold until the new crop harley becomes available in June.

Country shippers, almost without exception, agree that reserves are the lightest in years, and that the after-holiday movement is about over. All indications point to an extremely light movement from now and a gradual hardening in values. It probably means that malsters will take more kindly to the poor malting grades, which have been so badly neglected lately, and that these will shortly show a material advance from recent prices.

### OATS CROP COMPARED.

The oats crop of 1911, as finally reported by the Statistical Bureau of the Department of Agriculture amounts to 922,298,000 bushels, against 1,186,341,000 bushels in 1910 and 1,007,129,000 bushels in 1909; but the farm value, on account of the higher prices, makes total value \$414,663,000, against the value of



\$408,388,000 in 1910 and \$405,120,000 in 1909. Decrease in total business gives increase in total value. This seems to raise the question whether or not big crops of the whole country alike are to the financial advantage of farmers producing them. If the crops are fed by the producers and the animals so fed bring equivalent prices, one side might balance the other, but while this may happen, it often does not, and in such cases the feeder evidently loses.—Minneapolis Market Record.

## IN THE COURTS

Henry Huckerside of Bryant, Ind., has been named as receiver for the Bryant Grain Co. of Bryant, which was found insolvent recently.

James R. Swoyer of the firm of Swoyer & Lembecke, dealers in grain at Garretson, S. D., has filed a petition in hankruptcy; liabilities \$9,353 and assets \$5,711.

M. C. Graham, owner of elevators at Stanley, Coulee and Manitou, Mont., has been sued by a farmer near Coulee, who claims that Graham has refused to honor storage checks.

The cases of various farmers against the Tucker Grain and Coal Co. of Kankakee, Ill., have been settled for 50 cents on the dollar. The suits amounted to \$6,000 and were brought against the company after its elevator burned March 16, 1910.

The suit of J. M. Gwaltney & Co. against the Standard Hay and Grain Co. of Cincinnati, Ohio, has been decided in favor of J. M. Gwaltney & Co., who alleged breach of contract in connection with a shipment of oats. The plaintiffs were awarded \$81.75.

L. E. Thomas and E. K. Smith have been appointed receivers for the business of the Hamiltier-Bushey Mill and Elevator Co. of Shreveport, La. The assets of the company are stated to be in excess of the liabilities, but the company had been unable to collect outstanding accounts so as to cancel all bills payable.

The Farmers' Galesburg Elevator Co. of Galesburg, Ill., has filed suit for breach of contract against W. E. Culver for failure to deliver 800 bushels of wheat which, the grain company alleges, he agreed to sell them at 85 cents a bushel and 400 hushels at 83 cents, all to be delivered at the elevator before September 30, 1911.

Adolph Huebschmann has sued Charles F. Wigand for \$10,000 for legal services prior to the reorganization of the Milwaukee Grain and Feed Co. of Milwaukee, Wis. He was allowed \$350 by the court and appealed. Several attorneys have testified that his fee was reasonable, and that he could charge from \$8,000 to \$10,000 for his services.

The Updike Grain Co. of Omaha, Neb., has been made a defendant in a \$6,000 damage suit, instituted by John B. Craig. The plaintiff was an employe in the elevator of the company at Lincoln, Neb. He alleges that he was ordered to go up a ladder in the elevator to do some work and that a rung gave way and he fell 14 feet, permanently injuring himself.

A verdict for \$15,000 has been rendered in favor of J. F. Titus against the H. A. Klyce Co., of Dyersburg, Tenn. Three years ago the Dyersburg concern failed, having for assets a grain elevator and mill at Dyersburg. The creditors were promised 25% of their claims in cash, and 15% was secured by a note made in favor of J. F. Titus, as trustee for the creditors. Only 2% was paid and Titus sued for the balance.

William Gleischman and Otto Gleischman, in the feed and grain business in Brooklyn, N. Y., have settled two suits for \$8,000 each, brought against them by Mary Brown and Annie Feaney, widows of two men who were killed when the floor of Gleischman's Building collapsed last March. The plaintiffs claim that the building was not kept in proper condition, although attention had been called to the decaying beams.

The Union Trust Co. of Albany, N. Y., trustee of the Oneonta Milling Co., has sued William R. Conley and C. I. Oliver as trustee of the Durant & Elmore Co. The action is to recover \$2,000 for an alleged conversion of four carloads of grain by the Durant & Elmore Co. to Conley. It is alleged that the Durant & Elmore Co. owed Conley \$2,000 and gave him the four cars of grain in payment of his claim. The judge has reserved his decision.

The liability of the Grain Produce Elevator Co. of Duluth in connection with the losses sustained by the departure from Minot, N. D., of Thomas Elliott, former agent of the company, at Minot, will be determined by an action in the district court of Walsh County, N. D. Elliott departed leaving several farmers with storage receipts with no means of having them redeemed, and as a result they have sued the Grain Produce Elevator Co. The defendant company claims that Elliott was not in their employ at the time and that in using their storage tickets he was acting outside of his authority and that he was in the grain business on his own responsibility.

### ADMISSIBLE EVIDENCE OF DELIVERY, PRICE AND CONVERSION OF GRAIN.

In an action against an elevator company to recover for the alleged conversion of certain grain claimed to have been delivered by the plaintiff to the defendant elevator company, the Supreme Court of North Dakota says (Cochrane vs. Elevator Co., 127 Northwestern Reporter, 725) that the plaintiff was not restricted to the contents of the defendant's books in proving the delivery of the grain. He testified positively that he knew the amount of



grain that he delivered at the defendant's elevator and that he delivered it personally and saw it weighed; and he detailed the exact number of bushels of each kind of grain so delivered—which testimony corresponded exactly with the allegations of the complaint. That such evidence was both competent and amply sufficient to support the verdict in his favor the court entertains no doubt.

The court also thinks that the plaintiff's evidence as to the highest market value of the grain between the date of the alleged conversion and the date of the trial was both competent and amply sufficient. The court says that the plaintiff testified that he knew the highest market prices of grain at the place where the elevator was located, between the date of the alleged conversion and the date of the trial; and he detailed such prices at \$1.06½ for No. 1 hard wheat, 88 cents for No. 1 Durum wheat, and \$1.24 for flax. He said the highest market price was in October, but could not fix the exact date. His knowledge regarding prices was based on inquiries made at that point and at other places in that vicinity; also from general information obtained from a Minneapolis journal and other newspapers. He testified that he watched the markets generally and read the market reports every day. He also testified:

"I have kept track of the price from time to time—inquired the price and read the papers and seen the market reports. I have made inquiries at different places. I am interested in the market, being a considerable grower of grain," etc.

Two other witnesses corroborated him. There could be no doubt that he was shown to be fully qualified to testify upon the subject of prices. It was a significant fact, too, that the defendant nowhere attempted to show that the prices were other than as testified to by the plaintiff and his witnesses, although it no doubt had in its possession at all times definite record information upon the subject. While it was true that the plaintiff had the burden of establishing such market price and it was in no way incumbent on the defendant to furnish evidence upon the question, the fact that no attempt was made by the defendant to refute the plaintiff's testimony was a strong circumstance tending to corroborate the accuracy thereof.

Furthermore, the court holds that the issues being whether the plaintiff delivered the grain to the defendant as alleged, and if so whether the defendant had paid the plaintiff for the same, the trial court properly excluded testimony relative to private instructions given by the defendant to its local agent and not communicated to the plaintiff regarding the receipt of grain at its elevator, and also evidence tending to show violations of such instructions. If the grain was in fact delivered to the defendant, the fact that the agent violated his principal's instructions in any respect could in no manner exonerate the principal from liability, even though the plaintiff had knowledge of such instructions. If the defendant received the plaintiff's grain, it was guilty of the conversion thereof if it had refused to account therefor by payment for the same or delivery thereof on demand.

The court also thinks admissible evidence of custom and usage at the place where the elevator was located relative to the matter of receiving grain at elevators by agents and accounting therefor by the issuance of tickets later, so far at least as it related to the custom at the defendant's elevator at that place, as it tended to explain and account for the fact that tickets were not issued nor demanded by the plaintiff for each load of grain when delivered. Such evidence tended, for what it was worth, to corroborate the plaintiff's testimony that no tickets were in fact issued and delivered to him for the grain in question.

### WILEY'S RULING ON GRAIN.

The pure food law applies to grain. Dr. Wiley says he will enforce it. He can seize and confiscate any interstate grain which is [deemed] misbranded or unfit for food for man or beast, unless it is so marked and shipped to distillers or for export. This will revolutionize the handling of tainted grain. Many innocent buyers will suffer serious losses unless they discriminate. There will be a very limited demand for rotten grain, as only distillers can use it. Exporters would hardly dare to ship it abroad. Every country elevator will need a corn drier. The enforcement of the law should be suspended for this season, except in extreme cases. Give the farmers, dealers and millers a chance to arrange for the change.

Dealers and millers have been spoiling the farmers. They have been paying high prices for poor grain. They have encouraged careless farming. Farmers have used poor seed and secured poor results. Dr. Wiley says there is too much spoiled grain being used as food for animals. He has accomplished much in protecting the people against impositions on human food. He has been endorsed in his work. He has been watching the grain business for over a year, aided by many expert assistants. He has seized some grain.—C. A. King & Co.

## CROP REPORTS

Ohio needs snow to protect her wheat.

There are 18,000 acres of new land seeded to wheat about Carter, Mont.

Kansas farmers have found wheat in excellent condition with the melting of the snow.

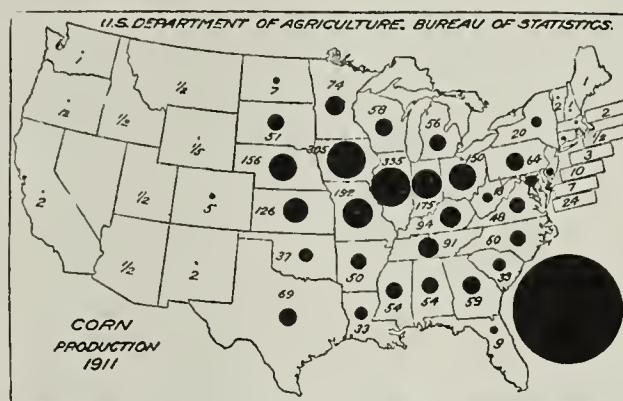
Walla Walla County, Wash., farmers still hold about one-tenth of their wheat. Millers are buying steadily.

Recent snows in Iowa have blanketed the wheat lands and farmers declare that conditions are almost ideal.

Condition of wheat in Tuscarora county, Ohio, was 71%, December 1, while the state average was 83%.

All through Washington crops are in good condition. The rainfall since September 1 has been over 7 inches.

Canadian field crops are estimated to be worth \$565,712,000 this year, on a planted area of about 32,374,000 acres.



Kansas wheat prospects are good, and an average of 25 bushels to the acre will produce a crop of 150,000,000 bushels.

Recent zero weather has played havoc with wheat around Maysville, Ky. The acreage is below normal. Rye is doing well.

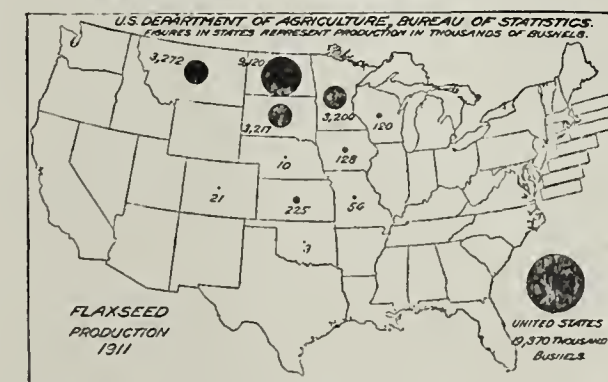
As a result of the county commissioners furnishing seed grain in and around Sioux City, Iowa, there will be an increased acreage planted this year.

The last Oklahoma report places the wheat condition at 77, the same as last year at the same time. Last July the condition was only 44. The soil condition is 89.

Owing to the drought in southwestern and western Minnesota the early part of the season a shortage in hay is expected next season. Meadows have been pretty well burned out.

Ohio produced 110,618,900 bushels of corn in 1911, a decrease from 1910 when the crop was 144,540,000 bushels. Acreage was low as the yield was 35.9 in 1911 and only 27 in 1910.

North Dakota ranked first in acreage and yield of spring wheat, first in yield and acreage of flax, third in acreage and fourth in yield in barley, fifth in acreage and sixth in yield in oats.



The crop report of the Canadian government places the yield of Saskatchewan at 97,000,000 bushels of wheat. The report estimates that about 20,600,000 bushels are still under the snow.

On March 8 the Agricultural Bureau at Washington will publish a report giving the amount of wheat, corn, oats and barley on farms March 1, with a comparison of the preceding years.

Wheat in the Walla Walla valley, Wash., is in good condition on account of recent warm weather and plentiful rains. There is over twice the acreage of fall sown wheat this year than ever before.

An exportable surplus of 89,000,000 bushels of wheat is all that the United States has to go on, according to the revised figures on the crop and consumption. This is the smallest surplus since 1901.

The Market Record states that its correspondents report about 3% of threshing is still to be done in Minnesota, in rye, barley and flax, 7% in North Dakota, and 6% in South Dakota. The per cent of

plowing done in Minnesota is 84%, in North Dakota 13% and South Dakota 75%. Of the storage capacity in Minnesota 25% is filled, 21% in North Dakota, and 17% in South Dakota.

Oklahoma dealers have ordered 25% more seed oats than ever before. Oats mature early and are the first crop the farmers realize on, and the land can be sowed to milo maize after the oats are harvested.

Russell of New York has estimated the carry-over next July as 66,000,000 bushels of wheat. Exports to January 1 have been 50,000,000, and the estimated food and seed requirement is 577,000,000 bushels.

There is very little winter wheat around Lewistown, Mont., owing to the long continued wet weather last fall, but the farmers will put in spring wheat, and the expectation is that the acreage will be greatly increased over last year.

Michigan wheat withstood the severe cold of January in good shape, according to the last monthly report. In response to inquiries sent out 741 correspondents reported no damage and 91 reported some damage by the cold weather.

North Dakota had 9,150,000 acres seeded to spring wheat in 1911 with a crop of 73,200,000 bushels; 1,200,000 acres of flaxseed and a crop of 9,120,000 bushels; 1,050,000 acres of barley, with 20,475,000 bushels yield; 2,180,000 acres of oats, with a yield of 51,230,000 bushels.

Secretary Gibbs of the Texas Grain Dealers' Association, has written members of the organization relative to the 1912 crop prospects. He states that little damage has been done to the crop by the recent cold spell, and that the wheat acreage of Texas is about 900,000 acres.

Dean A. F. Woods of the Agricultural College of Minnesota states that there will be a material increase in Minnesota corn acreage this year and a better yield per acre. Minnesota is, however, short on good seed corn. Good seed wheat is fairly plentiful and an increase in acreage is expected.

The International Institute of Agriculture at Rome, Italy, estimates the production of wheat in Argentina this season at 170,565,000 bushels, and New Zealand at 6,487,000 bushels. Wheat production in the southern hemisphere is 105.5% of last season, equivalent to 291,200,000 bushels. The estimated production of oats in Argentina is 60,835,000 bushels and in New Zealand 18,697,000 bushels.

### NEW FEATURE OF THE CROP REPORT.

A press notice from the Agricultural Department says:

"Secretary Wilson has announced an important innovation to the crop reporting system by the Department, which is the quantitative interpretation of the figures indicating the condition of growing crops for which estimates are made at the close of each year. The significance of the change figures from month to month of the growing crops involved has been shown by their translation or interpretation into figures indicating the yield of such crops as promised by the condition reports.

"Before such official interpretations were made the condition figures were subject, in past years, to many differing interpretations, both by private and commercial interests, some of which were undoubtedly made for speculative purposes, the idea being to influence improperly the course of prices. Since the official interpretations have been made during the past year the private interpretations have practically ceased, those emanating from this bureau being accepted in practically all quarters as the fairest and most authentic figures possible to be based on the condition reports.

"It should be said, in passing, that of the leading crops, for which quantitative interpretations of condition figures are made, all are included except the cotton crop. In the case of cotton it is impossible to interpret the condition figures because of the fact that an important element necessary to such interpretation is lacking, to wit, the abandoned acreage of cotton. This cannot be ascertained until the close of the season; and it has been found impracticable in its absence to translate quantitatively the figures showing the condition of the growing crop."

The Michigan State Millers' Association in session at Lansing on January 17 adopted a resolution recommending the formation of a Michigan millers' mutual casualty insurance company to provide for the taking care of the liabilities incurred under the employers' liability act, which it is believed will become a law.

The apportionment of prison-made bags in Washington, by counties, is as follows: Columbia, 119,000; Garfield, 90,000; Walla Walla, 240,000; Whitman, 420,000; Spokane, 80,000; Lincoln, 312,000; Adams, 12,500; Douglas, 114,000; Benton, 54,000; Franklin, 42,000; Klickitat, 55,000; Yakima, 30,000; Asotin, 20,000; Skagit, 83,000; Whatcom, 15,000; and other counties, 140,000. The price is 7c, against 6.2 to 6.4c for Calcuttas.



## FIRES-CASUALTIES

The Cargill Elevator at Wrightstown, Wis., suffered a small loss by fire on January 19.

Fire damaged the Miller Elevator Co.'s plant at St. Louis, Mo., on February 3, to the extent of \$3,000.

The warehouse of the Minneapolis Brewing Co., at Mankato, Minn., was recently damaged by fire to the extent of \$600.

Four cars loaded with flour and feed were wrecked at Canal Fulton, Ohio, the first of the month, causing a loss of about \$10,000.

The Farmers' Elevator at Erie, N. D., caught fire from an overturned lantern recently, but was put out before much damage was done.

The elevator of Denhart & Alguire at White, S. D., was burned to the ground on January 17. Only the books of the company were saved.

The elevator at Green View, Ill., belonging to the Beggs' chain of elevators, was destroyed by fire on February 2, with a loss of about \$7,000.

The Dakota Elevator at Walum, N. D., caught fire on January 19 and was damaged slightly. Prompt action prevented the spread of the fire.

The single story brick storage of Charles L. Beer, a grain merchant of Vicksburg, Miss., was destroyed by fire on January 24, causing a loss of about \$15,000.

Fire resulting from a gasoline explosion destroyed the grain elevator of S. E. Wainwright at Lenox, Iowa, recently. Partial insurance was carried on the building.

The McFadden Elevator at Poplar City, Ill., was recently destroyed by fire caused by the explosion of some gasoline. Insurance to the amount of \$3,000 was carried.

The grain elevator of William H. Payne & Sons, New York City, was destroyed by fire on February 5, together with 60,000 bushels of grain. The loss will reach \$80,000.

C. W. Lee & Co., Cyclone, Ind., lost their elevator at Cyclone by fire recently, causing a loss of about \$35,000, fully covered by insurance. Most of the loss was on stored grain.

The grain warehouse of Emerson Brothers, at The Dalles, Ore., collapsed recently because of the excessive snow on the roof. Most of the grain stored within was salvaged.

The Perrot & Stuart grain elevator at Chesaning, Mich., was destroyed by fire recently, together with a large stock of grain and beans. The loss is estimated at about \$15,000.

Fire thought to have been caused by a radiator near a dust collector, caused damage to the amount of \$300 in an elevator adjoining the Christian Flour Mill, Minneapolis, Minn.

Fire was discovered in the hay room of the Houston Grain Co., Houston, Texas, on January 30, but the timely arrival of the fire department prevented anything but a small loss.

Pearl Bute, employed at the Wallace Grain & Supply Co. elevator at Ottawa, Ill., was severely cut about one hand recently. His hand was caught in a conveyor and badly lacerated.

The grain elevator of M. A. Green, near Columbia, Tenn., was recently destroyed by fire, together with 13,000 bushels of grain. Insurance to the amount of \$1,000 was carried on the grain.

Joseph Bender was seriously injured at the Farmers' Elevator, Minonk, Ill., recently and is thought to be in a dying condition. His skull was crushed when he was caught in the gasoline engine.

The A. G. Cross elevator at Montrose, S. D., was totally destroyed by fire on January 15. The building and contents were partially insured. The fire was caused by an overheated stove in the office.

John Puetz, manager of the elevator at Madison Lake, Minn., was caught in the belting of the main shaft recently and was severely crushed. One arm and one hand was broken and he was severely bruised. He will recover.

The Bloomsburg Elevator plant, Bloomsburg, Pa., owned by J. L. Dillon estate, and used as a storage by a furniture company, was totally destroyed by fire recently, causing a loss of \$35,000. The building was insured for \$6,000.

The Hennepin Elevator at DeGraff, Minn., was burned to the ground on January 14. The origin of the fire is supposed to have been a hot box in the grain pit. The fire was not discovered until about 5 o'clock Sunday morning, and the house was gutted at the time. The fire probably smoldered in the pit for hours before breaking into flames.

The elevator of the Farmers' Co-operative Elevator Co., at Geddes, S. D., containing about 5,000 bushels of grain was burned to the ground January 29. The loss was about \$10,000, practically all of which is covered by insurance. All the hydrants near the elevator were frozen and for some time it

was thought that all five elevators of the town, which are close together, would be destroyed.

R. E. Mangan of Beresford, S. D., lost his elevator at Monroe, S. D., by fire on January 31. About 1,500 bushels of ear corn were saved from the elevator. The loss is about \$9,000, and insurance to the amount of \$7,000 was carried at the time.

Three produce warehouses at Burlington, Ore., were destroyed by fire on January 31. The loss aggregates about \$25,000, and includes the loss of 300 tons of hay, and 5,000 sacks of oats. The buildings were owned by S. E. Scott, M. Maben and Wallace Brothers.

The elevator of P. H. Cave at Ozark, Mo., was destroyed by fire on January 16, causing a loss of about \$6,000, on which there was \$4,000 insurance. The fire was caused by an overheated stove in the office. Some flour that was stored in the house was all that was saved.

The grain elevator of the Canastota Grain Co., Canastota, S. D., was destroyed by fire February 4. The elevator contained about 30,000 bushels of grain. The loss is estimated at about \$26,000, \$8,000 on the elevator and \$18,000 on the contents, part of this was covered by insurance.

The grain and potato warehouse of John Runquist at Grasston, Minn., was totally destroyed by fire recently. About 1,200 bushels of grain were destroyed. The loss is estimated at about \$8,500, partially covered by insurance. A temporary warehouse will be erected immediately.

Christian Kroll, an elevator man at Gackle, N. D., was buried for an hour under ten feet of corn in an elevator bin. He had presence of mind enough to pull his coat over his arms so that the dust from the corn did not choke him. His friends were nearly an hour in getting him out.

The plant of the Northern Malt Co., on North Ashland avenue, Chicago, was destroyed by fire on February 5. Two buildings, a six-story grain elevator and a seven-story malt house, were destroyed, with a loss of \$500,000. The cause of the fire is still unknown, but is being investigated.

Fire completely destroyed the warehouse of the T. H. Bunch Grain Co., Little Rock, Ark., on January 26, entailing a loss of \$1,200 on the contents, and \$3,000 on the building. It is thought that the fire was the work of an incendiary. Two previous attempts have been made to burn the building.

Fire caused by a terrific explosion destroyed the elevator of the Acme Malting Co., on North Forty-fifth avenue, Chicago, on January 25. The loss is about \$200,000, fully covered by insurance. The explosion was heard for over a mile and tons of grain and timbers of the elevator were thrown high in the air.

The grain elevator of Cogar & Co., in Midway, Ky., containing about 25,000 bushels of wheat, and a stable in the rear of the elevator, also owned by Cogar & Co., were completely destroyed by fire which originated in the engine room, on February 5. The loss amounts to about \$30,000, with \$25,100 insurance.

Two men were seriously injured in an explosion at the plant of the International Sugar Feed Co., at New South Memphis, Tenn., January 18. The explosion was the result of a fire that had been smoldering for nearly two weeks. Fifteen carloads of feed in two bins were destroyed, causing a loss of \$10,000.

The elevator at Holmes, Iowa, belonging to Veldhouse & Son, was destroyed by fire on January 21. The fire originated from some unknown cause and the building was about to collapse when the flames were discovered. The elevator contained about 1,200 bushels of oats and 500 bushels of corn, fully insured, but the insurance on the house was only about \$1,600.

A third attempt to burn the St. Anthony & Dakota Elevator at Langdon, N. D., was successful on February 2, and the house was completely destroyed. This was the third attempt within a week. All three fires were started with kerosene. No arrests were made. There were about 60,000 bushels of grain in the elevator. The loss above the salvage is about \$35,000.

Fire recently destroyed the entire interior of the Russell-Miller elevator at Beach, N. D. The fire evidently originated in the basement of the cleaning room, and quickly gutted the building. The loss to the interior will be about \$5,000. The building which is of concrete and brick, was not damaged much outside, and the walls are in good condition. The company has already started repairs.

The factory of the Barnard & Leas Manufacturing Co., makers of flour mill machinery, Moline, Ill., was destroyed by fire on February 6, with a loss of about \$500,000. Only the foundry was saved. Fire companies from Rock Island and Davenport were called. The loss included an order of milling machinery which was all ready for shipment. The plant will be rebuilt. The loss occasioned no stoppage in the company's business.

## The CO-OPERATIVES

The Farmers' Elevator Co., Struble, Ia., made \$800 in 1911.

The Divernon (Ill.) Grain Co. paid 6 per cent on business of 1911.

The Odell (Neb.) Farmers' Elevator Co. declared a 6% dividend for 1911.

The Kenyon (Minn.) Farmers' Elevator declared a 20% dividend for 1911.

The Farmers' Elevator Co. of Dickey, N. D., voted a dividend of 10 per cent.

The Farmers' Elevator at Kenyon, Minn., declared a 20% dividend on 1911 business.

The Farmers' Elevator Co. of Waupun, Wis., in 1911 did a business of \$170,759.61.

The Farmers' Elevator Co. of Aurora, Neb., handled 304,773 bus. of grain in 1911.

The Farmers' Elevator Co., Atkinson, Ill., will issue \$15,000 more stock in \$25 shares.

The Farmers' Co-operative Elevator Co. of Fari-bault, Minn., had its most prosperous year in 1911.

The Farmers' Elevator Co., Kellogg, Ia., in 1911 handled 61,079 bus. of oats and 32,474 bus. of corn.

The Farmers' Co-operative Association of Harlan, Ia., made a profit of 34% per cent on business of 1911.

The Caledonia (Minn.) Stock and Grain Co., on a business of \$219,663.20, voted a dividend of 10 per cent.

The Farmers' Elevator Co. at Holmes, Ia., handled 48,600 bus. of grain in eight days in the middle of January.

The Farmers' Elevator Co. of Hoag, Neb., handled 57,638 bus. of wheat in 1911, 49,134 of corn, and 6,000 of oats.

The Farmers' Elevator Co. of Shickley, Neb., earned \$4,100 in 1911, having handled about 300,000 bus. of grain.

The Farmers' Elevator Co., Dillon, Ia., handled 100 car loads of grain at a cost of \$1,305.88 for operating expenses.

The Saunemin (Ill.) Elevator Co. in 1911 handled 629,041 bus. of grain and made a net profit of \$4,224.43. A dividend of 6 per cent was voted.

The Farmers' Galesburg (Ill.) Elevator Co. in 1911 handled about 200,000 bus. of grain. A dividend of 5 per cent was voted and \$750 carried to surplus.

The Whittemore (Ia.) Elevator Co. in 1911 handled 203,497 bus. of grain, of which 138,063 bus. were oats; undivided profits for the year, \$4,775.56.

The Deshler (Neb.) Farmers' Elevator Co. in 1911 handled 89,078 bus. of corn, 81,002 of wheat and 5,974 of oats. A dividend of 10 per cent was voted.

The Farmers' Elevator Co. of Ludlow, Ill., earned \$1,744 in 1911. During the year the company has purchased the rival house of D. H. Clandon, who goes to Ohio to become a banker.

The Farmers' Grain and Coal Co., Flanagan, Ill., declared a 6% dividend on 1911 business. The company handled 433,408:50 bus. of corn, 222,418:30 bus. of oats and 4,281:53 bus. of wheat.

The Equity Co-operative Exchange has elected F. A. Irish of the First National Bank treasurer and A. A. Trovaten of Fargo has gone to St. Paul to open headquarters of the "terminal elevator movement."

The Farmers' Elevator Co., Badger, Minn., from July 1 to Dec. 31 handled 51,000 bus. of wheat, 15,000 bus. of flour, 12,000 bus. of barley, some oats and rye, as well as timothy seed, paying out all told \$87,136.

The Farmers' Elevator Co. of Redwood Falls, Minn., voted a dividend of 5 per cent on stock. On a business of \$27,996.58 the net gain was \$1,599.13. The company's statement shows resources of \$29,810.13.

The Northfield (Minn.) Mercantile and Elevator Co. in 1911 handled about 172,000 bus. of grain at a net profit to shareholders of \$2,940.12. Some trouble was experienced in handling wet grain, but this was overcome in a large measure by the building of a dry house at an expense of \$1,229.64. The present value of the plant and equipment is \$6,516.40 and the total capital stock outstanding amounts to \$2,870.50. A dividend of 20 per cent was declared.

The United Farmers of Alberta in a conference with Premier Borden gave notice that they did not want the Dominion elevators governed solely by the government, that is to say, not by a regular department, but by an independent commission; they do not want to have any minister of the government say who or who shall not manage or in any way have charge of the elevators once the commission is appointed; and they do want to be able to suggest, if not to actually nominate, the commissioners who will exercise government control of the terminal elevators.



## CO-OPERATIVE STATE MEETINGS.

The South Dakota Farmers' Grain Dealers' Association will meet at Mitchell on February 21-23.

The Illinois Farmers' Grain Dealers' Association will meet at Champaign on March 13-15.

The Iowa Farmers' Grain Dealers' Association will meet at Fort Dodge on February 14. Senator Kenyon, M. R. Myers and C. G. Messerole are the "head-liners" for the "talkfest."

## GRAIN GROWERS' DEMANDS.

The Shoal Lake Branch of the Manitoba Grain Growers' Association has adopted resolutions demanding (1) "a demurrage of \$1 per day should be chargeable against any railway company which, first, fails to supply and spot cars for the applicant within six days of the application, and, secondly, fails to move forward to its destination any billed and loaded car at least fifty miles per day from the day it is billed to the day it is delivered to the consignee, and that this demurrage shall be deducted from the freight charged against such car"; and (2) that, in view of the quantity of low grade grain existing, the Manitoba Grain Commission take immediate steps to provide a sample market. At Brandon a similar demand was made.

## MANITOBA GRAIN GROWERS.

The annual meeting of the Manitoba Grain Growers' Association was held at Brandon on Jan. 24-26. It is said 600 men were present. The work covered other matters than the movement of grain. As to the latter Peter Wright of Myette complained that the "farmer sells wheat at 1½ cents a pound and buys it as flour at 3 cents a pound. He sells oats at 1 cent and buys them back as oatmeal at 4 cents. He sells his hogs at 7 cents and buys them back as bacon at 22 cents a pound." The cause of the current high cost of living in town and the low price received by farmers he stated to be the widespread difference between the price the consumer paid and the amount the farmer received.

The report of the secretary showed that there were now 226 branches and that twenty new branches were formed through the agency of established branches in the same district. In the past nine years approximately \$19,000 has been contributed to the support of this work, an average of \$2,124 per annum.

## FIRING AT THE ELEVATOR COMMISSION.

On the second day the "fireworks" were touched off when a member accused the Elevator Commission of discharging good men from the elevators "because they gave too much information regarding the price of barley in the United States," and complained that the Commission's acts were actuated by party "politics."

D. W. Cuaig, chairman of the Commission, said that for two years the government had been operating elevators and there had been many complaints and much dissatisfaction. He wished to point out what the Commission was up against, and these are a few sample lots: Many farmers wanted to put grain in the elevators, get it through the elevators, and pay nothing for it. Farmers occasionally came to the elevators and told the men in charge that they had lost one, two or three tickets. The agent of the Commission, trusting to the honesty of the man, delivered the wheat for shipment. A few weeks or months later the same farmer would come back again and hand in the tickets he said he had lost and get this wheat a second time, and the Commission stood the loss.

Another rule of the Commission was that the charge for the handling of the grain must be paid or guaranteed; but while many farmers had expressed their satisfaction with this action, the Commission had been defrauded and in some cases is still unable to make collections for work done. The Commission stands behind its tickets; it would make up any shortage. On the other hand, when there was a surplus at the terminal elevators, when a car was unloaded, the Commission held that this surplus must come to it, but the farmers thought this surplus must accrue to the farmer. But the losses became so numerous and so large that it became impossible to continue. Then the Commission decided that they could not guarantee weights in Winnipeg. There was a storm, and the grain dealers appealed to the government. Finally, after much discussion, it was agreed that a few cars should be allowed to come in with special arrangements for accurate supervision of weighing. Several cars were received, the Commission sending four men to guard against any possible error or willful fraud. On each occasion it appeared that there was in the car almost exactly the amount of grain which was placed in it at the shipping point. These experiments proved that the contention of the Commission with reference to losses in Winnipeg had been correct. The weights were right at the shipping point and the losses had occurred in Winnipeg.

With reference to the dissatisfaction, Mr. McCuaig said it was due, not to the system, but to the

men; it had been found impossible to get enough satisfactory men. The line elevators had gone out to get the good men, and had, in a number of cases, taken away from the government elevators their best men, paying them \$20 or \$25 a month more.

After this speech the association adopted a resolution making it impossible for members of the Grain Growers' Association to hold any government office.

## BOYCOTT HOME-MADE MACHINES.

Having made up their minds that the Canadian farm machinery men charged them too much, the grain growers on the third day spent hours in a debate over a resolution to boycott Canadian manufacturers. They finally laid it on the table for a year.

## CONTROL OF ELEVATORS.

The convention adopted the following resolution: "That this convention reaffirms its former attitude with regard to terminal elevators, and expresses its conviction that nothing short of the operation of all terminal elevators at the lake front by the government, either by purchase or lease, will meet the requirements of the western grain trade."

"That in order to facilitate the establishment of a sample market in Winnipeg, special bins should be provided in the said terminal elevators, which may be leased and used by purchasers of grain on the sample market, but that grain which had been stored in such special bins shall be graded on a special form of certificate, differentiating such grain which has been stored in public bins."

## MINNESOTA STATE MEETING.

The fifth annual convention of the Farmers' Grain Dealers' Association of Minnesota was held at Mankato in January. Of 275 farmers' companies said to exist in the state, 70 are members of the state association.

There were speeches by E. G. Dunn of the Iowa Farmers' Grain Dealers' Association on "What Our Neighbors in Iowa Are Doing for the Co-operative Movement," Miles H. Culver on "Co-operative Education" and W. L. Johnson of Kenyon on "The Farmers' Elevator from the Manager's Standpoint."

The directors were given power to set the date of the next annual meeting, to be not later than March 15. This action was taken because at the time of every annual meeting the weather has been so cold as to interfere with travel.

On the second day the following directors were elected for the coming year: A. O. Luder of Slayton, C. A. Lauer of Lamberton, M. Johnson of Rushford, I. L. Demaray of Pipestone, H. R. Meisch of Argyle, H. J. Loriner of Argyle, L. A. Smith of Truman, A. Hector of Worthington, A. A. Carl of Hardwick, T. Distad of Hayfield, P. D. Gilbertson of Glenwood, Theodore Fredericks of Murdock and A. Brinn of Stewartville. The directors elected L. A. Smith president, H. J. Former first vice president, P. D. Gilbertson second vice president, I. L. Demaray secretary, Adam Brinn treasurer.

W. E. Justice of Chicago led the discussion on "What Contributes Most to the Success of the Farmers' Elevator." Capable management and conservatism was the answer. Capable management means the securing of a manager who knew what was expected of him and how to accomplish it. Conservatism meant that officers and directors confine their efforts to careful supervision and conservative dictation of a general policy to the manager, who, if competent, can carry it out if left alone. If he is bothered and pestered by individual officers or directors the result will be disastrous. Educate every stockholder in rules of business and the farmers' elevators will succeed, he said.

One subject that created a good deal of discussion was the storing of grain in the elevators. The managers were almost unanimous in saying that the practice of storing should be stopped as much as possible. However, the state law permits storage and the elevators are forced to accept grain if the farmers insist upon it. A number of men present were not familiar with the law regarding those points. Those who talked agreed that the only way to educate the farmers out of the habit was to charge full storage rates, as many of the co-operative elevators are already doing.

Secretary R. L. Johnson (retired) was presented with a signet ring and a gold watch for his wife.

Ira S. Comstock, aged 49, of the grain firm of Comstock & Stessman, Clyde, Ohio, died at his home near Clyde, January 17. He had been in the grain business at Clyde for over 30 years.

The elevator at McGregor, Mich., has been drying wet beans and the farmers who have found it out are hauling to the house from long distances—from five miles south of Sandusky and from west of Argyle.

New Orleans in January exported 52,673 bushels of wheat to Latin America; 894,862:12 bushels of corn, of which 141,114 went to Latin America, 109,642 to Aarhus, 107,142 to Copenhagen, 178,748 to Liverpool, etc.

## OBITUARY

John Neisen, who retired from the Chicago Board of Trade nearly ten years ago, died at his home January 23.

M. J. Costello, for the last 34 years a grain dealer at Prior Lake, Minn., died January 27, after a week's illness.

J. M. Briggs, a grain dealer of Wakeman, Ohio, died at Wakeman recently, aged 65 years. He leaves three sons and three daughters.

William Webb, a grain dealer of Elmira, N. Y., died at Elmira, January 28. He was formerly a member of the firm of Jones, Dorn & Webb.

Lewis N. Hager, a prominent hay and grain dealer of Oakland, Cal., died at his home in Oakland, January 26, aged 76. He is survived by a widow and three sons.

Henry H. Hurd, of Utica, N. Y., died at Utica January 30, of paralysis. He was born in Vermont in 1828, and in 1853 went to Utica and established a feed and grain business.

Charles Ellmaker, an old-time resident of Milwaukee, Wis., died at Louisville, Ky., January 28, aged 65 years. He was formerly connected with the grain firm of Fred Berchey & Co.

Melville W. Miller, president of the Ohio Grain Dealers' Association, died at his home in Piqua, Ohio, January 22. In another part of this issue will be found an account of his life.

W. H. Westbrook, head of the Westbrook Grain and Commission Co., Pine Bluff, Ark., died January 18, after a long illness. W. H. Westbrook, Jr., has been in charge of his father's business for the past two years.

John M. Danielson, a pioneer grain dealer of Red Wing, Minn., died at Red Wing, January 14, aged 68 years. For over 40 years he had been a large buyer of grain at Red Wing. He retired from active business in 1911.

Engold Olson, aged 28, was smothered to death in a flax bin at Elevator D of the Banner Elevator Co., Minneapolis, January 17. He was above the bin and his foot slipped and he was engulfed in the grain. His body was not recovered for an hour.

Herman R. Mueller, president of the grain firm of Mueller & Young, Chicago, died February 4, aged 55. He has been a resident of Chicago for 43 years. He was stricken with pneumonia three weeks before his death. He is survived by a widow and four children.

Fred H. Weaver, formerly connected with Buckley & Co., Chicago, was found dead in an Evanston park, January 23. He was shot through the head and a revolver was found beside him, but there is a question as to whether he committed suicide or was murdered.

Edward Quinn, employed at the plant of the Northern Malting Co., Chicago, was smothered to death January 30 in a grain bin at the company's plant. He was not missed for over an hour and when search was made for him his body was found in a bin. He had been working in the pit and had a rope tied about his waist and the knot slipped and he was dropped into the bin.

Oliver P. Carter, a charter member of the Minneapolis Chamber of Commerce, died at his home in Minneapolis, January 28, aged 65. He was the senior member of the firm of Carter, Sammis & Co., and for 25 years had been a familiar figure on the exchange. He had been a cripple for years and was always seen in his wheel chair. Since 1876 he had been connected with the grain trade of Minneapolis.

Guy G. Major, aged 53 years, former mayor of Toledo, and president of the Major Linseed Oil Co., and the Steel Elevator Co., of Toledo, died January 30, in New York, of pneumonia. He had gone to New York on a business trip and intended returning the following day, but a cold developed into pneumonia. He is survived by his wife and two children. He will probably be succeeded by W. W. Edwards, and the management of the business will probably fall on Charles Barnes, the present secretary.

## RESOLUTION OF RESPECT.

The following has been adopted and published by the resolutions committee:

"The National Hay Association:

"Again the Reaper of Death has entered our ranks and removed from among us a valued member, Mr. S. D. Hunsberger of Philadelphia.

"Mr. Hunsberger lived to the ripe old age of 76 years, 58 years having been spent in actual business. His name carried with it all that is conveyed by truth, integrity and straight forwardness in business dealings.

"His business will be continued in the name of his estate.

"The association mourns his loss and extends to his loved ones our deepest sympathy in this their hour of bereavement."



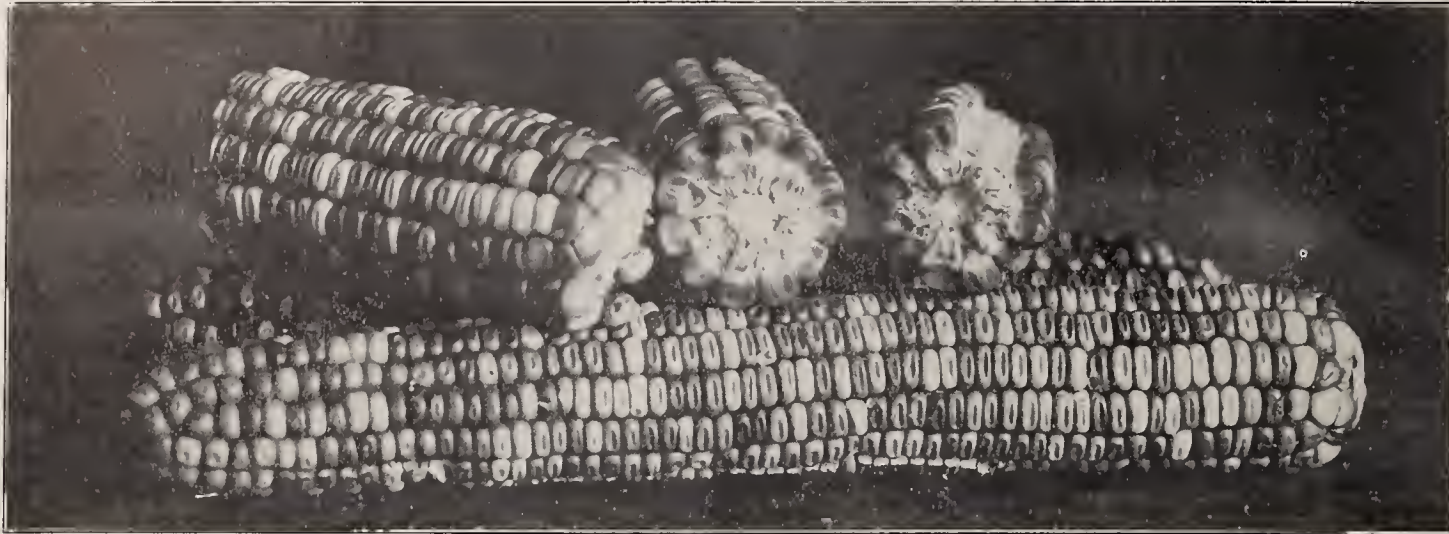
## CORN ON 101 RANCH.

The 101 Ranch, located near Bliss, Oklahoma, is the scene of many and varied activities. On its thousands of broad acres the Miller brothers engage in farming and stock raising on an extensive scale. On this ranch alone, amid such prosaic though profitable pursuits as the raising of alfalfa, wheat, corn, cattle, hogs and horses along modern and

and would wonder at the magnitude of the work made necessary in the conduct of such an undertaking. You might be impressed most with the school where polo ponies for the Eastern market are educated, the proficiency of some of the boys with a rope, the buffalo, or perhaps the Indian callers. You would doubtless be astonished then if George Miller would confide to you that the most interesting, the biggest thing being done on the

ing experienced in several years, yet Miller brothers have harvested over 150,000 bushels of corn, two-thirds of which has already been contracted by them for seed, to be shipped to points in Kansas, Oklahoma and Texas.

Millers brothers have originated two distinctly new varieties of corn which are said to be the best adapted to the Southwestern territory, and to which they attribute their success in growing corn, one



IMPROVED INDIAN SQUAW CORN, A "SURE CROP" VARIETY, PERFECTED AT THE 101 RANCH.

scientific lines, the last chapter in the book of the "Old Southwest" is carefully preserved. For at the 101 Ranch the Indian, the buffalo, the bucking broncho and his master, the cowboy, share in the cordial hospitality for which the Miller brothers are famous, and consider the place "home." Here even the long-horned Texas steer, now as scarce as the buffalo, has not yet been entirely eliminated by the encroachment of his short-horned, white-faced brother.

If you were to visit the 101 Ranch you would be shown both the old and the new order of things.

ranch was the developing and growing of a seed corn that would withstand the vegetation-killing drought and heat that too frequently prevail in the Southwest and make a sure crop.

The success attending Miller brothers efforts in this direction has been demonstrated during the past two years of short corn crops in Texas, Oklahoma and Kansas, and is nothing less than remarkable. In fact, it is claimed that there has not been a failure of the corn crop on the 101 Ranch during the past decade.

The past season has been one of the most try-

year with another. One variety is the White Wonder; the other the Improved Indian Squaw Corn.

The White Wonder is a large white corn, not deep, but set close together on a large, long cob. It has been shown that a short grain on a large cob will withstand more dry weather than a deep set kernel on a small cob. This is easily explained by the reason that the large cob holds more sap upon which the grains may draw during the growing season than a small cob does. The foliage of the White Wonder Corn is heavy, the stalks are large and soon shade the ground, thus conserving the



"JUST CORN"—FROM THE 1911 CROP ON THE 101 RANCH, BLISS, OKLAHOMA.



moisture and enabling the plant to withstand drought to a greater extent—a vital requirement in the Southwest.

During the past season many varieties of corn brought from Northern seed houses were planted beside test plots of the White Wonder variety. Under exactly the same conditions and care these imported varieties made yields of from five to fifteen bushels less per acre than the White Wonder.

The Improved Indian Squaw Corn is a hybrid, produced by cross-breeding the White Wonder and a corn which the Indians grew before the advent

planted in every county of Oklahoma and Texas. Miller brothers sell no corn on the regular market. They feed thousands of cattle and hogs, but before feeding operations begin, they have carefully selected every bushel of corn that is to be used for seed, and the cull corn is fed to the stock, only that which is perfect being put away for seed. This seed corn is sold at handsome prices and shipped out during the late winter and early spring months.

Miller brothers claim to be the largest growers of seed corn in the world. They have erected a large seed-corn elevator at the ranch headquarters and equipped it with all modern cleaning and grading machinery. During the fall and winter months a 1,000-bushel carload of finished seed corn is passed from the elevator to their storerooms daily.

A large seed concern in Texas has contracted for 60,000 bushels of 101 Ranch seed corn this season, most of which has already been delivered. Mr. George Miller says that the seed they ship to Texas this season will plant 500,000 acres. He considers 50 bushels per acre a conservative yield to be expected from this acreage; a total of 25 million bushels from 101 Ranch seed, and at least five million bushels more than if ordinary seed was used. The same ratio of increase Mr. Miller thinks, would apply equally well to the states of Oklahoma and Kansas.

Milling and elevator concerns are the best customers for 101 Ranch seed corn. They buy in carlots for distribution to the farmers of their locality, and in this way aid in securing a fine quality of corn for milling, and the increase in production is of course, a benefit to the farmer, grain dealer and miller alike.

A visit to the 101 Ranch during the growing season will be time profitably spent by anyone. The ranch is divided into sections, with a competent foreman in charge of each division, he being held responsible for the results obtained under his direction. To witness the systematic manner in which the army of workmen are handled, and the scientific methods of farming employed is well worth while. Each individual worker in each division is impressed with the vital importance of the goal constantly striven for—that the previous season's record must be surpassed, and that a quality in the crops must be produced that will insure quantity in the yields.

John Picard & Co., London, on Jan. 22 wrote to the Corn Trade News of Liverpool as follows: "The spring sowing seed demand is now on. Reds, both English and foreign, in good demand, prices firm. Alsikes very firm in Canadian and American seed;



MILLER BROTHERS, OWNERS OF 101 RANCH

of the white man. When the Millers first settled in Oklahoma in 1879, and used the lands of the Indians for grazing long-horned Texas steers, they observed the Indians raising a small variety of corn, mottled in color. The Indians merely scratched the ground and planted the corn with a hoe. After planting it, it was not cultivated at all, yet they always raised sufficient corn for their ponies and dried plenty for their own food. It was remarkable how this corn withstood the dry weather. The Indians always had a supply of feed when the settlers in the early days were unable to grow corn at all.

In crossing this variety of corn with the White Wonder, Miller brothers claim that they have retained all the drought-resisting qualities of the Indian corn and increased its size to almost that of standard varieties. They maintain that this hybrid variety will mature in 75 days after planting, and make a crop in any season that Kaffir corn will.



HEADQUARTERS 101 RANCH, BLISS, OKLAHOMA.

They have planted Improved Indian Squaw Corn in the summer, after a crop of wheat had been harvested from the same ground, and when not damaged by chinch bugs it has produced 75 bushels per acre. In the raising of corn, the first essential is good seed, and then careful and intelligent cultivation. Miller brothers have experimented with seed corn from almost every section of the United States, and have demonstrated that corn brought from the Northern states will not become acclimated the first season, and in some cases will not become acclimated at all. In conducting these experiments they have lost thousands of dollars by reason of short yields where the Northern seed was used. They have now turned a 40-acre plot into a demonstration farm, and plant their large acreage to their own varieties of corn, and since so doing have not had a failure.

The reputation of their native corn has spread until seed corn grown on the 101 Ranch is now

English and German also. Whites scarce and high in price. Trefoils rising. Timothy scarce and dear. Province Lucerne cheap and good. In grasses: French-Italian, Irish-Italian and perennials show fine samples, reasonable prices. Spring tares in good demand, prices very firm."

George H. Clark, seed commissioner of Canada, after an investigation covering a period of two months, reports that the outlook for an adequate supply of grain suitable for seed in western Canada is much more promising than was thought possible earlier in the season. A large proportion of the country has been covered by inspectors, and over 1,000 samples of grain have been tested for germination at the Ottawa and Calgary seed laboratories; and the results of the inquiry to date are quite reassuring, as they indicate that in nearly all districts there will be sufficient grain suitable for seed for local requirements.

## THE ELLIS DRIER CO



Showing the Exhaust Side of One Drier Unit On the First Gallery.

THE view as shown above was taken on the floating drier plant erected for the Erie Elevator Co., Jersey City, N. J., and now operated by the Armour Grain Co. The compactness of the machine, which makes it possible to install a drier of large capacity under very limited space restrictions, is well illustrated. This plant has a capacity of from 750 to 1,000 bushels per hour. The Armour Grain Co. is now installing an Ellis Drier on the Steamship Helena, Chicago, which will have a capacity of three times the output of the Erie plant.

**Postal Telegraph Bldg.  
CHICAGO,  
U. S. A.**



## LATE PATENTS

Issued on January 9, 1912.

Grain Car Door.—Calvin Moore, Providence, Ia. Filed March 3, 1911. No. 1,014,246.

Lubricating Device for Conveyor Chains.—George H. Mueller, Columbus, Ohio, assignor to the Jeffrey Manufacturing Co., Columbus, Ohio. Filed December 19, 1908. Renewed May 31, 1911. See cut.

Belt Conveyor.—Jere L. Wentz, Passaic, N. J., assignor to Robins Conveying Belt Company. Filed March 7, 1910. Renewed December 3, 1910. No. 1,014,106.

Grain Drier.—John B. Cornwall, Moline, Ill., assignor to Barnard & Leas Manufacturing Company, Moline, Ill. Filed August 5, 1911. No. 1,014,122. See cut.

Dust Deflector for Pulverizing Machines.—Milton F. Williams, St. Louis, Mo., assignor to Williams

Flight Conveyor.—John F. White, Bloomington, Ill. Filed December 18, 1909. Renewed December 11, 1911. No. 1,016,192.

Combination Drying and Moistening Machine.—Thomas M. Coyle, St. Louis, Mo. Filed May 23, 1911. No. 1,015,786. See cut.

Corn Sheller.—Salvador Ordonez, San Francisco, Cal. Filed September 7, 1911. No. 1,016,089. See cut.

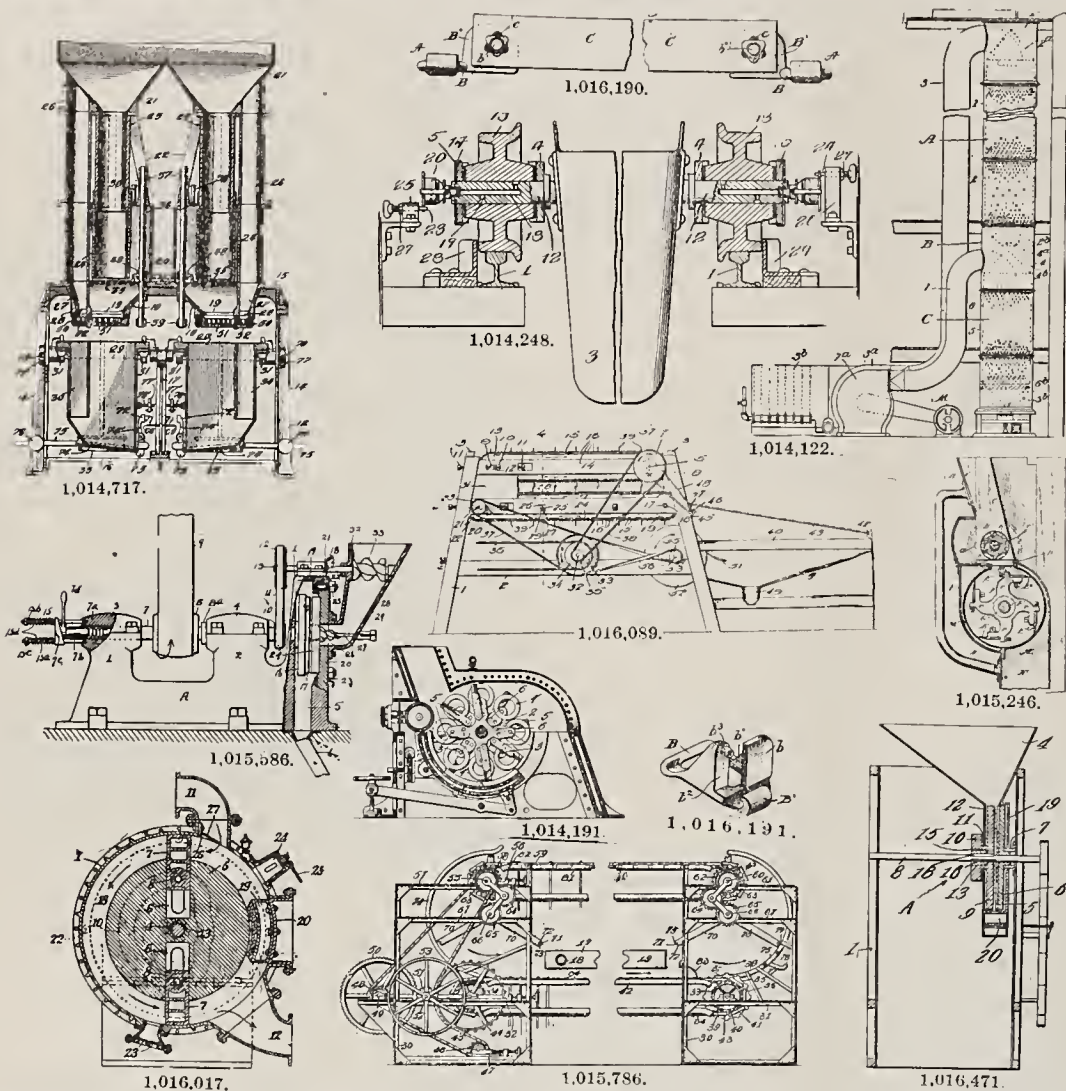
Pneumatic Pump for Lifting Granular Materials.—Emilian Koltchanoff, Taganrog, Russia, assignor to Societe Sfaello Freres, E. Koltchanoff and U. Diamantidi, Taganrog, Russia. Filed October 29, 1910. No. 1,016,017. See cut.

Issued on February 6, 1912.

Grain Cleaner.—Edward M. Loveland, Lignite, N. D. Filed April 8, 1910. No. 1,016,424.

Corn Sheller.—Charles Bozile, Manawa, Wis. Filed March 24, 1911. No. 1,016,471. See cut.

Belt Tightener.—James H. Sewall, Keene, N. H.



Patent Crusher and Pulverizing Company, St. Louis, Mo. Filed October 1, 1910. No. 1,014,193.

Roll Centering Device.—James Butler, Philadelphia, Pa. Filed October 7, 1909. No. 1,014,446.

Screen for Pulverizer.—Edward H. Frickey, St. Louis, Mo., assignor to Williams Patent Crusher and Pulverizing Company, St. Louis, Mo. Original application filed June 9, 1910. Divided and this application filed October 29, 1910. No. 1,014,384.

Pulverizer.—Arthur F. Williams, St. Louis, Mo., assignor to Williams Patent Crusher and Pulverizer Company, St. Louis, Mo. Filed June 15, 1910. No. 1,014,191. See cut.

Issued on January 16, 1912.

Belting.—Lawrence A. Subers, Cleveland, Ohio. Filed October 17, 1910. No. 1,014,918.

Bag-Filling Device.—James Bowen, Linden, Mich. Filed April 29, 1911. No. 1,014,998.

Machine for Treating Cereals.—John W. Berry, Tacoma, Wash., assignor to Christian S. Hofstetter, Tacoma, Wash. Filed July 28, 1910. No. 1,014,748.

Reducing Mill.—Milton C. Peters, Omaha, Neb. Filed April 26, 1909. No. 1,015,246. See cut.

Automatic Weighing Machine.—Josiah Nield, North Milwaukee, Wis., assignor to Avery Scale Company, North Milwaukee, Wis. Filed April 6, 1911. No. 1,014,717. See cut.

Issued on January 23, 1912.

Grinding Mill.—Robert A. Reynolds, Detroit, Mich. Filed June 19, 1911. No. 1,015,586. See cut.

Issued on January 30, 1912.

Belt Fastener.—Joseph C. Conn, Boonton, N. J., assignor to J. B. Stone Co., Grand Rapids, Mich. Filed October 3, 1910. No. 1,015,783.

Flight Conveyor.—John F. White, Bloomington, Ill. Filed December 18, 1909. No. 1,016,190. See cut.

Flight Conveyor.—John F. White, Bloomington, Ill. Filed December 18, 1909. No. 1,016,191. See cut.

because another substance, to wit, hard wheat, had been mixed with and substituted in part for No. 2 red wheat. Misbranding was alleged because said wheat was sold under the distinctive name of another article, to wit, No. 2 red wheat, when in fact it was not No. 2 red wheat, but a mixture thereof with 40 per cent hard wheat, whereby the purchaser was deceived and misled.

On May 26, 1909, the case coming on for hearing, and the Walker Grain Co. having appeared as claimant and owner of said wheat, and admitted its adulteration and misbranding as alleged in the libel, the court adjudged the said wheat adulterated and misbranded in violation of the aforesaid act, and decreed its condemnation, with a proviso, however, that should said claimant pay all costs of the proceedings and execute and deliver a good and sufficient bond that said wheat should not be again disposed of contrary to law the same should be released to claimant. The costs being paid and bond given, the wheat was released accordingly.

**White Oats.**—Seized, 300 sacks white oats in Louisiana, March 23, 1910, in the possession of John T. Gibbons and the Langenberg Hay and Grain Co., New Orleans. The product was not branded or labeled in any way, but was invoiced as No. 3 white oats. The libel alleged that the oats, after shipment by the Pendleton Grain Co. (Inc.), St. Louis, remained in the original unbroken packages and was adulterated and misbranded in violation of the food and drugs act of June 30, 1906, and was therefore liable to seizure for confiscation. Examination of samples of said product made by the Bureau of Chemistry showed there was present in said product white oats ranging in proportion from 69.5 to 75 per cent; black oats, 2.3 per cent; barley, wheat, and other seed, 20.7 to 26.6 per cent, and inert matter from 1.6 to 2 per cent. Adulteration was alleged against said product for the reason that there had been mixed and packed with said oats a quantity of wheat, barley, and other seed, stems, hulls, chaff, and inert matter so as to reduce, lower, and injuriously affect its quality and strength, which substances had been substituted in part for said oats. Misbranding was alleged because said product was sold under the distinctive name of another article, to wit, No. 3 white oats, when the product was not such, but was a mixture of white oats, wheat, barley, and other seed, stems, hulls, chaff, and inert matter. Cause tried on May 5, 1910; parties admitted allegations; grain released on payment of costs and filing bond, conditioned that the product should not be again sold contrary to law.

**Oats.**—Aug. 1, 1911. Seized at Richmond, Va., two carloads from T. A. Grier & Co., Peoria. Alvey Bros., Richmond, invoiced at "No. 3 Mixed Oats."

Report.—"Samples of said oats were taken by a duly authorized inspector from the cars on the tracks of the Chesapeake & Ohio Railway Co., Richmond, Va., and were examined by Dr. C. M. Bradbury, a collaborating chemist of the United States Department of Agriculture, said examination showing that the oats consigned to Alvey Bros. contained only about 60.8 per cent of oats, the remainder being foreign seeds, stems, straws, dirt and other foreign matter; and the consignment to Simpson, Bass & Co. contained only about 66.92 per cent of oats, the remainder being foreign matter. The libel alleged the interstate transportation of said oats as aforesaid and that they remained in the original unbroken packages, and were adulterated and misbranded in violation of the Food and Drugs Act of June 30, 1906, and were therefore liable to seizure for confiscation. Adulteration was alleged for the reason that other substances, to wit, foreign seeds, stems, straws, dirt, and other foreign matter had been mixed and packed with the product so as to reduce, lower, or injuriously affect its quality or strength, and had been substituted wholly or in part therefor. Misbranding was alleged for the reason that said oats were sold and invoiced as oats, when in fact they were not oats, but a mere imitation thereof." After hearing and judgment, released to shipper under bond, etc.

**Alfalfa Hay.**—Seized Jan. 28, 1910, 20,000 lbs. alfalfa hay from Neb.-Colo. Co., Lexington, Neb., to Georgia.

Report.—"T. G. Hudson, Commissioner of Agriculture for the state of Georgia, acting by authority of the Secretary of Agriculture, caused a sample from the above shipment to be procured and examined, and the product was found to consist in part of a decomposed vegetable substance, to wit, musty, moldy, and decomposed alfalfa hay. As the findings of the analyst and report made indicated that the product was adulterated within the meaning of the Food and Drugs Act of June 30, 1906, and liable to seizure under section 10 of the act, the said commissioner of agriculture reported the facts to the United States Attorney for the Northern District of Georgia." No claimant appearing at the hearing, judgment and hay destroyed by order of court.

The New York Produce Exchange, Chicago Board of Trade, Peoria Board of Trade and other bodies on Jan. 23 filed at the Agricultural Department a protest against the tentative decision of the Pure Food Bureau that where corn sirup and cornstarch are

assignor of one-half to Daniel D. Sewall, Augusta, Me. Filed December 31, 1908. No. 1,016,787.

### PURE FOOD RULINGS.

The Dept. of Agriculture has published the findings of the courts in the matter of seizures of grain under the pure food act, notice of which seizures have been made in these columns at the time, to wit:

**Oats.**—"White oats," shipped by Logan & Co., Nashville, Tenn., into Georgia. Finding: Analysis of a sample of said product by the Bureau of Chemistry showed it to contain oats, 84 per cent; wheat, chaff, barley, etc., 16 per cent. Adulteration was alleged for the reason that other substances, to wit, wheat, barley, and chaff, were substituted in part for white oats. Misbranding was alleged for the reason that said product was offered for sale and sold under the distinctive name of another article, to wit, white oats, when in fact it was a mixture of oats, wheat, barley, and chaff. The defendant pleaded guilty and was fined \$25 and costs.

**Wheat.**—Hall, Baker Grain Co. case, shipment of "No. 2 Red Wheat" from Kansas City to Fort Worth. Finding: Samples of said wheat were collected by J. S. Abbott, Dairy and Food Commissioner of the state of Texas, acting under the authority of the Secretary of Agriculture as an inspector of this Department, which were examined by P. S. Tilson, duly authorized and empowered as a collaborating chemist of the Bureau of Chemistry of this Department, who reported said samples to consist of 40 per cent hard wheat. The libel alleged that the wheat, after transportation from the state of Missouri into the state of Texas, remained in the original unbroken package, to wit, the car in which the same was shipped, and that it was adulterated and misbranded in violation of the Food and Drugs Act of June 30, 1906, and was, therefore, liable to seizure and confiscation. Adulteration was alleged



used in mincemeats, jams, etc., a statement of that fact must appear on the label. The New York Produce Exchange protests against the adoption of such an order by the Board of Food and Drug Inspection, "on the ground that such a ruling, unless all ingredients were required to be similarly labeled, would be discriminatory and prejudicial to the business in corn, in which this exchange is vitally interested." The Chicago Board of Trade says in its protest: "We understand that no claim is made by the Government that corn products are not pure or wholesome or proper ingredients; but the assumption of the Government is that cane sugar or cane sirup is the only natural ingredient and that the public is entitled to know when any other sweetening is used. This, it appears, is an unjust discrimination against a product home grown and home manufactured in favor of a monopolized product largely grown without this country."

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

#### FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address JAMES M. MAGUIRE, Campus, Ill.

#### ELEVATORS IN NORTHWEST FOR SALE

Sixteen elevators in North Dakota and Minnesota for sale. Good stations; prices reasonable. Will sell either as a line or separate. Address 308 BOARD OF TRADE, Duluth, Minn.

#### ST. LOUIS ELEVATOR FOR SALE,

For sale on favorable terms, all or part of 50,000 bushel modern grain elevator, at St. Louis, Mo.; also 100 car hay warehouse, with established and profitable local trade, and ideal shipping facilities. Address ST. LOUIS, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

#### WASHINGTON MILL FOR SALE.

We are offering our nice 60-barrel mill for sale. Can give good reason. We are located in one of the best cities in the Palouse country, on two railways, and in a million-bushel grain station. If interested and mean business, write to S. J., Box 2, care of "American Elevator and Grain Trade," Chicago, Ill.

#### SOUTH DAKOTA ELEVATOR FOR SALE.

A 12,000-bushel cribbed elevator in Eastern South Dakota for sale at reasonable figures. Complete. in good running order and good repair. Handling 60,000 to 75,000 bushels per season. Has a 160-ton coal shed, bandling 500 tons a year. Located on C. & N. W. Ry., in a rich farming community. No competition. Address ANTON MARX, Thomas, S. D.

#### FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

# 99

For twenty-five years 99 Board of Trade has led as headquarters for latest grain news and descriptive literature covering world's crops. Wagner Letter, Wagner Crop Booklet, "Grain Investments" sent on request. Write to 99.

E. W. WAGNER & CO., 99 Board of Trade, CHICAGO

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

#### ELEVATORS BOUGHT AND SOLD.

I have elevators for sale in all the grain belts, also buyers for all kinds of plants. Write me. R. W. JETER, The Elevator Salesman, Ashton, Ill.

#### LOOK! GOOD TAGS, CHEAP.

We will print and furnish you our large size No. 5 Peerless Shipping Tags, at following very low prices:

- 1,000 printed as you wish, for only \$1.35.
- 3,000 printed as you wish, for only \$3.00.
- 5,000 printed as you wish, for only \$4.50.
- 10,000 printed as you wish, for only \$6.75.
- 20,000 printed as you wish, for only \$12.50.

Send printed copy if you can, or write very plainly. We box and send by freight, lots of 10,000 or up at a cost to you of seldom over 50 cents, or if you wish to send check with order we will pay freight to your station. Ask for samples. Address PEKIN BOOK CO., Box 394, Detroit, Mich.

### WANTED

#### STEAM ENGINE WANTED.

Want good second hand 30 h. p. steam engine of the automatic throttling type. Address REED-BEAR GRAIN CO., Hicksville, Ohio.

#### WANTED—CORN, OATS, ETC.

Want Yellow ear corn, shelled corn, white oats, hay, straw, potatoes, cabbage, apples and roots. Also packing hay, car lots. C. T. HAMILTON, New Castle, Pa.

#### OHIO ELEVATOR WANTED.

Anyone in Ohio having grain elevator for sale please give me full description, capacity and location. Address CRITO, Box 2, care of "American Elevator and Grain Trade," Chicago, Ill.

### MACHINERY WANTED

#### WANTED TO BUY.

We are cash buyers of second-hand grain elevator machinery of all kinds; belting, shafting, buckets, hangers, power transmission and conveying machinery of all descriptions. Send us a list of what you have to offer. THE CLINTON SUPPLY CO., 117 So. Clinton St., Chicago, Ill.

### BELTING

#### USERS OF BELTING READ THIS.

Ten thousand feet of new rubber belting for sale, 1½ to 4 inches wide, 50 and 50 off list; 5 to 12 inches wide, 50 and 40 off list. Samples sent showing quality. Address J. F. RIPLEY, Joplin, Mo.

#### 10,000 FEET NEW RUBBER BELTING.

- 2-inch, 3-ply Belt, 4 cents per foot.
- 3-inch, 3-ply Belt, 7 cents per foot.
- 4-inch, 3-ply Belt, 11 cents per foot.
- 5-inch, 4-ply Belt, 15 cents per foot.
- 6-inch, 4-ply Belt, 22 cents per foot.

Other widths and plys equally cheap. Will cut quantity wanted. Samples sent showing quality. Address J. F. RIPLEY, Joplin, Mo.

Edward P. McKenna

John A. Rodgers

### McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special Attention

Phone  
Harrison 7228

Orders in Futures  
carefully executed

## Grain and Seeds

#### HUNGARIAN SEED FOR SALE.

Have a few cars of Hungarian seed for sale. Send for sample and prices. C. E. NICHOLS & CO., Lowell, Ind.

#### SEEDS FOR SALE.

Orchard Grass and Kentucky Blue Grass seed for sale. Ask for free booklet, samples and prices. Address LOUISVILLE SEED CO., Louisville, Ky.

#### MAHOGANY CORN WANTED.

Can use up to 25,000 bushels of mahogany corn. Send samples and name lowest price. Address C. C. LEWIS, Chamber of Commerce, Buffalo, N. Y.

#### ALFALFA SEED AND HAY FOR SALE.

We have for sale 2,000 bushels recleaned native grown alfalfa seed and 1,000 tons of sound alfalfa hay. Write us for prices. NEBRASKA-COLORADO CO., Kearney, Neb.

#### QUOTE ME PRICES.

On bran, shorts, mill feed, oats, chops, snapped and shelled corn; demand heavy. Can furnish limited quantity of pure Johnson grass seed. A. S. LEWIS, 412 Slaughter bldg., Dallas, Texas.

#### FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

#### ALFALFA SEED FOR SALE.

Choice alfalfa seed for sale. Guaranteed free from weed seeds or dodder. U. S. Agriculture test 98.75% pure. In 5-bushel lots, \$11.00 per bushel; less than 5-bushel lots, \$11.50 per bushel. Address J. M. GATES, Fort Crook, Neb.

## ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE GRAIN & MILLING CO.  
OGDEN, UTAH

Est. 1887



Headquarters for  
WISCONSIN GROWN  
TIMOTHY and CLOVER  
Also

DRY LAND MONTANA  
GROWN ALFALFA

Rosenberg & Lieberman  
MILWAUKEE, WIS.

Est. 1860

## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa Clover, Millet, Red Top, or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.



# GRAIN RECEIVERS

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**L. F. MILLER & SONS,**  
Receivers and Shippers of  
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OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
CONSIGNMENTS SOLICITED. Special attention given to  
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REFERENCES: { Manufacturers' National Bank, Philadelphia, Pa.  
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ELEVATOR, TRANSFER HOUSE AND MILLS:  
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(MEMBER CHAMBER OF COMMERCE)  
**BROKER**  
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Chamber of Commerce, BOSTON, MASS.  
Interested in selling Grain or Feed throughout New Eng-  
land, correspondence solicited.

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**DO YOU REALIZE**  
That country trade always pays you  
best in every way?  
We work a large country business.  
See the point?  
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Authorized Public Storage.

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In Direct Line for Grain from the West  
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Grain can be Re-consigned to Eastern  
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at the through rate.

Write for Particulars as to Storage and  
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**GRAIN, HAY and GRASS SEEDS**  
We protect your interest on grades and weights and make  
prompt returns. Try us for RESULTS when you ship to  
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Ship your Grain, Hay and Seeds to  
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WE NEVER BUY—HANDLE ON  
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FOR ENSILAGE PURPOSES EXCLUSIVELY.  
If Interested Get Into Communication With Me  
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New Co. 3434-K  
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Established 1875 Incorporated 1910  
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Handling Grain on Commission  
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**TYNG, HALL & CO.**  
Grain and Commission  
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PEORIA, ILLINOIS

C. W. Buckley. Thos. J. Pursley  
**Buckley, Pursley & Co.**  
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GRAIN, HAY AND SEEDS  
PEORIA, ILL.  
References { First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

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Prompt personal attention given to  
Consignments and orders for grain.

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MAKERS OF FIREPROOF WINDOWS  
WE manufacture all gauges of corru-  
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Cap roofing, "V" Crimped Roofing, Metal  
Ceilings, etc., etc.  
We make a specialty of  
**Corrugated Iron and  
Metal Roofing  
For Grain Elevators**  
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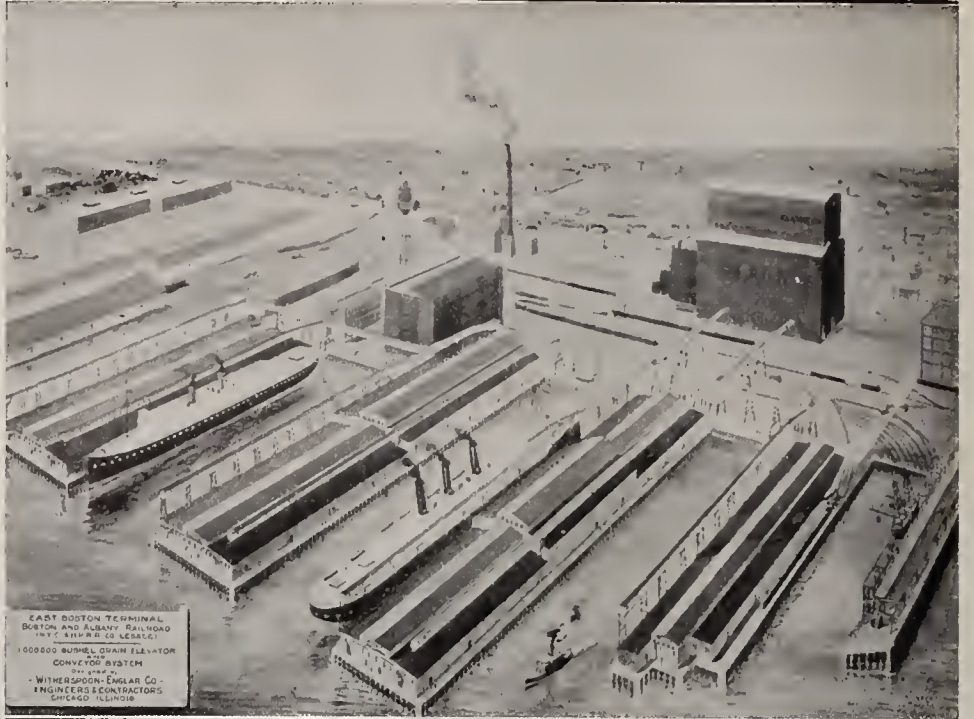


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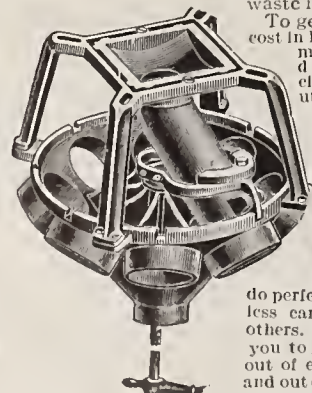
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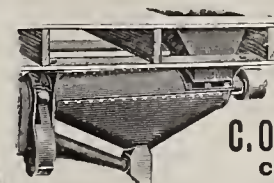
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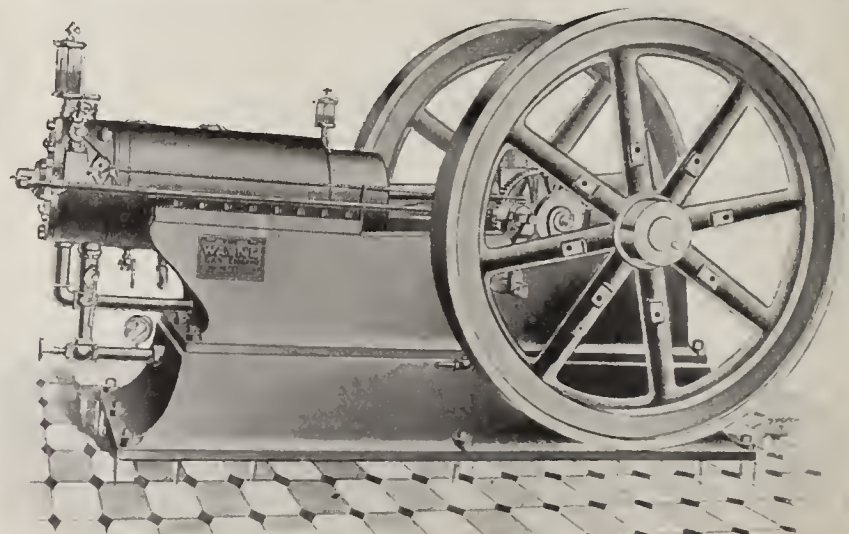
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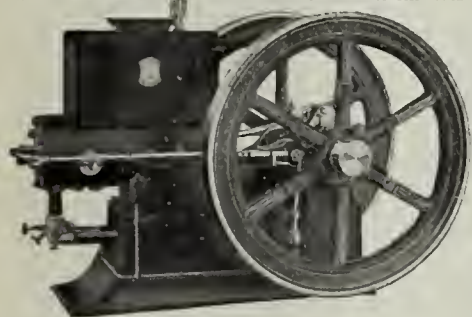
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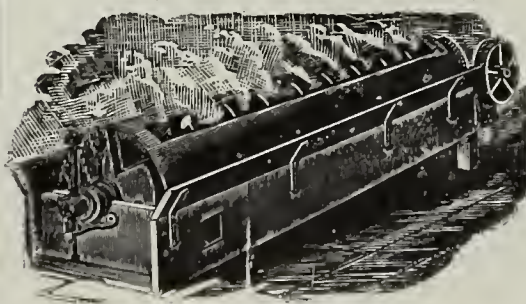
70% of them are preventable.

90% are extinguishable.

## DIXON'S SILICA-GRAPHITE PAINT

THE PROVEN SHIELD FOR IRON AND STEEL. INERT PIGMENTS, GOOD COVERING CAPACITY, DURABILITY RECORDS IN ALL CLIMATES. Write for Booklet 17-B. **JOSEPH DIXON CRUCIBLE COMPANY, JERSEY CITY, N. J.**

SEE THAT YOUR CONTRACT CALLS FOR



## THE CUTLER STEAM DRYER

SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

**THE CUTLER CO., North Wilbraham, Mass.**  
CATALOG ON REQUEST

## THE RAYMOND P. LIFE CO.

SHIPPERS OF GRAIN AND HAY

1330-1333 NICHOLAS BUILDING

ROBINSON CODE

TOLEDO, O April 22, 1911.

The American Elevator & Grain Trade,  
Chicago, Ill.

Gentlemen:

Please discontinue our elevator advertisement, as it is sold. Your paper did the work.

Yours truly,

THE RAYMOND P. LIFE CO.

WE CAN DO THE SAME FOR YOU.



## Merchants and Manufacturers

who contemplate establishing plants in the West and Northwest should take advantage of a location on the

### Chicago and North Western Railway

which reaches the famous Water Powers, Coal Fields, Iron Ore Ranges, Hard and Soft Timber Districts of the West and Northwest, and affords the best means of transportation to the markets of the world.



For further particulars apply to

George Bonnell, Industrial Agent  
Chicago, Ill.

NW2011

## Progressive Grain Men

Are interested in all phases of the grain business, the milling as well as the marketing of grain. They aim to keep in touch with the consuming trade and know what becomes of their grain in the markets of the world. Such men find the

### AMERICAN MILLER

a big help because it fully covers the business of milling wheat and other cereals.

Published on the first of each month, it gives all the news of the milling world and prints a large amount of technical matter that is of interest to the elevator man as well as the miller.

We will send the American Elevator and Grain Trade and American Miller to one address for one year at the combination price of \$2.50. Send in your subscription now.



As a Roofing and Siding for Grain Elevators

## PROTECT YOUR BUILDINGS FROM SPARKS



Live Coal on "Burmite"

### A BUILDING COVERED WITH

Ready-To-Lay

# Burmite

Reg. U. S. Pat. Off.

is absolutely SPARK-PROOF. A recent test is which a red hot coal was placed on the slate-surfaced "Burmite" Material, and allowed to remain there until it cooled, very clearly proved this. See illustration in upper right hand corner.

Dealers in Building Material should write at once to Bermingham & Seaman for copy of their "PLAN FOR HELPING YOU GET NEW TRADE AND SELL MORE ROOFING."

Losses aggregating millions of dollars annually are caused by flying sparks from locomotives, chimneys and forest fires.

"Burmite" is the outcome of years of experience in manufacturing a material for **Roofing and Siding** Residences, Business and Factory Buildings, Elevators, Mills, Barns, Garages, etc.—**NEW or OLD**, of any kind of construction. It is unconditionally **Guaranteed for 10 Years without Coating or Painting.**

Let us send you free of all charges and obligation, our Booklet, "Burmite Quality Counts." Samples and advertising literature.

**Bermingham & Seaman Co.**  
Roofing Manufacturers, CHICAGO

General Offices: 1208-26 Tribune Building  
Plant: 56th, Armitage and Grand Avenues

USE THIS COUPON

Bermingham & Seaman Co., Tribune Bldg, Chicago

Mail to my address, as above, Samples and **Free** Booklet. This places me under no obligation.

Name .....

Town..... State.....  
Am. E. & G. T.-10



# HOME BANK and TRUST COMPANY

Milwaukee and Ashland Aves.

CHICAGO

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Capital	-	-	\$300,000.00
Surplus	-	-	50,000.00
Undivided Profits			9,793.40
Deposits	-	-	597,121.77

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## OFFICERS:

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CHAS. R. HOERR, Vice-Pres.    WM. O. CONRAD, Asst. Cashier

## DIRECTORS:

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Albert W. Beilfuss	Julius Koop	F. S. Atherton
Dr. K. A. Zurawski	Peter L. Evans	R. I. Terwilliger
	Charles F. Hoerr	

# Old Colony Trust and Savings Bank

Old Colony Building

CHICAGO

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Capital Stock	. . . . .	\$200,000.00
Surplus	. . . . .	50,000.00
Undivided Profits	. . . . .	382.46
Deposits	. . . . .	268,035.98

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RALPH C. WILSON, Vice President and Cashier  
HUGO MEYER, Assistant Cashier

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THAD. H. HOWE	W. E. BUEHLER, M. D.	RALPH C. WILSON

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Opened for Business June 1, 1911

# THE CORN EXCHANGE NATIONAL BANK of CHICAGO

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Capital	-	-	-	-	-	\$3,000,000.00
Surplus	-	-	-	-	-	4,000,000.00
Undivided Profits	-	-	-	-	-	1,000,000.00
Deposits	-	-	-	-	-	60,000,000.00

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CHAUNCEY J. BLAIR, Vice-President	D. A. MOULTON, Vice-President
B. C. SAMMONS, Vice-President	JOHN C. NEELY, Secretary
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JAMES G. WAKEFIELD, Ass't Cashier	

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CHARLES L. HUTCHINSON	EDWARD A. SHEDD	FREDERICK W. CROSBY
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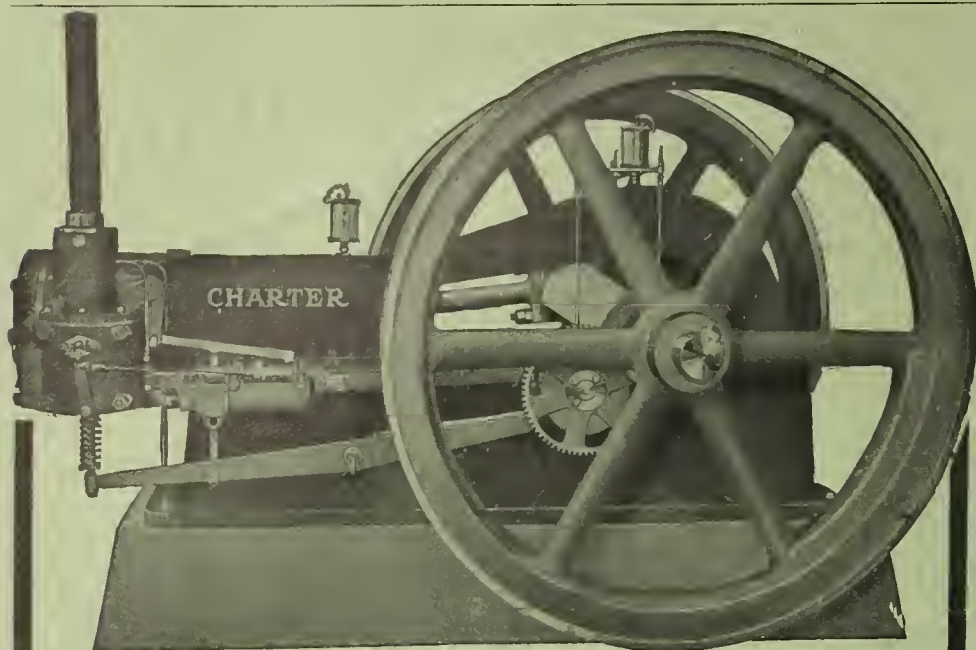
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UNITED STATES DEPOSITARY

FOREIGN EXCHANGE

LETTERS OF CREDIT ISSUED

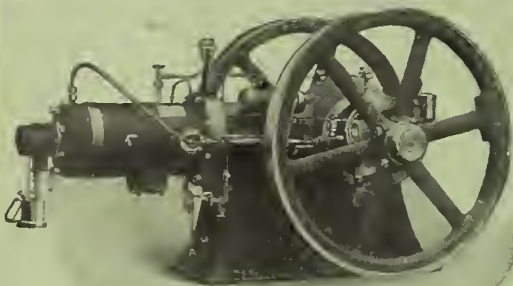


**ORIGINAL GASOLINE ENGINE OF THE WORLD**

100 H. P. and Smaller—for all kinds of work.

Gasoline, Kerosene, Naphtha, Distillate, Gas, Fuel Oil (very economical)

Send for Catalog and Give Your Specifications

**Charter Gas Engine Co., 400 Locust St., Sterling, Ill.****It Costs 5c an Hour**

to operate a 25 H. P. Muncie Oil Engine, other sizes in proportion.

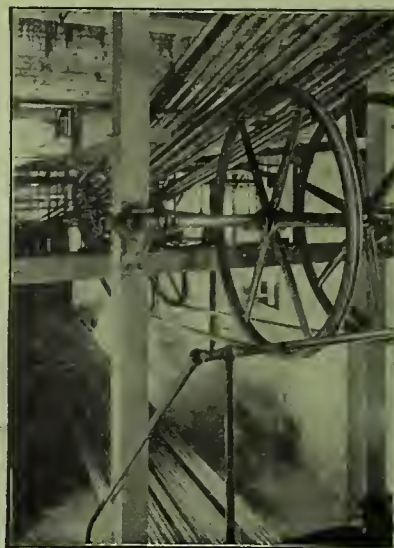
Uses Crude Oil, Fuel Oil, Gas Oil, Solar Oil, Kerosene or Distillate.

But two mechanically operated attachments. Powerful, Simple, Automatic and Durable. Write us.

**MUNCIE GAS ENGINE & SUPPLY CO.**

Liberty Street

MUNCIE, IND

**WEBSTER ROPE DRIVES  
FOR TRANSMITTING POWER**MAIN ENGINE DRIVES  
DISTRIBUTION DRIVES

THIS drive consists of two parts, of 13 wraps each, with separate tension carriages traveling parallel tracks. It delivers power to a long beater line shaft, from which distribution is made by rubber belting to 24 beaters on the floor above and to the main machine line for driving the paper machines and auxiliary equipment.

We have specialized for many years on elevator equipment, and are prepared to furnish advice and suggestions that will materially aid you.

Let us show you the advantages of the Webster Rope Drive, to meet your exact requirements.

Drop a line to our nearest office for complete information.

**THE WEBSTER MFG. COMPANY**NEW YORK  
88-90 Reade St.

TIFFIN, O.

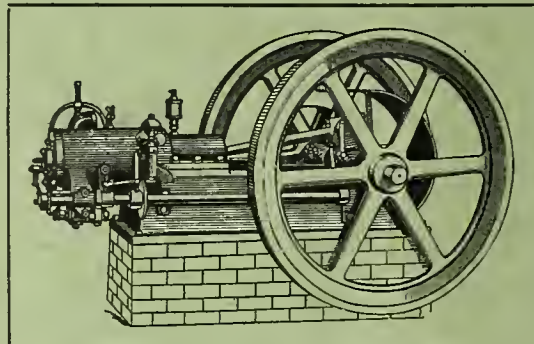
CHICAGO  
815-817 Fisher Bldg.**WELLER—MADE****This Ball-Bearing  
Grain Shovel has a  
greater capacity and requires**

less labor to operate than ordinary types of Power Shovels, operates faster, and effects a great economy in power. The introduction of Ball-Bearings reduces friction to the minimum, and represents the last word in Power Shovel construction.

This shovel may be substituted for those of other design without the necessity of making any expensive changes in the driving shaft, countershaft or pulleys. Write for catalog (No. 20) which gives full description.

**Weller Mfg. Co.**

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**The Lambert Gasoline Engine**

Operated without the use of Battery

**STATIONARY and  
PORTABLE**

Thousands in Use

**Thoroughly well Built  
and Fully Guaranteed.**

Write for Catalog and Prices

**THE LAMBERT GAS & GASOLINE ENGINE CO.**

Anderson, (East Side)

INDIANA

**The Day Dust Collector**

No grain elevator can be complete today without

**The Day Dust Collecting  
System**

It is storm proof and spark proof and with no back pressure, the fan does more and better work.

The "Day" Means Quality

Write for particulars

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